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Farmer Cooperative Statistics, 1991

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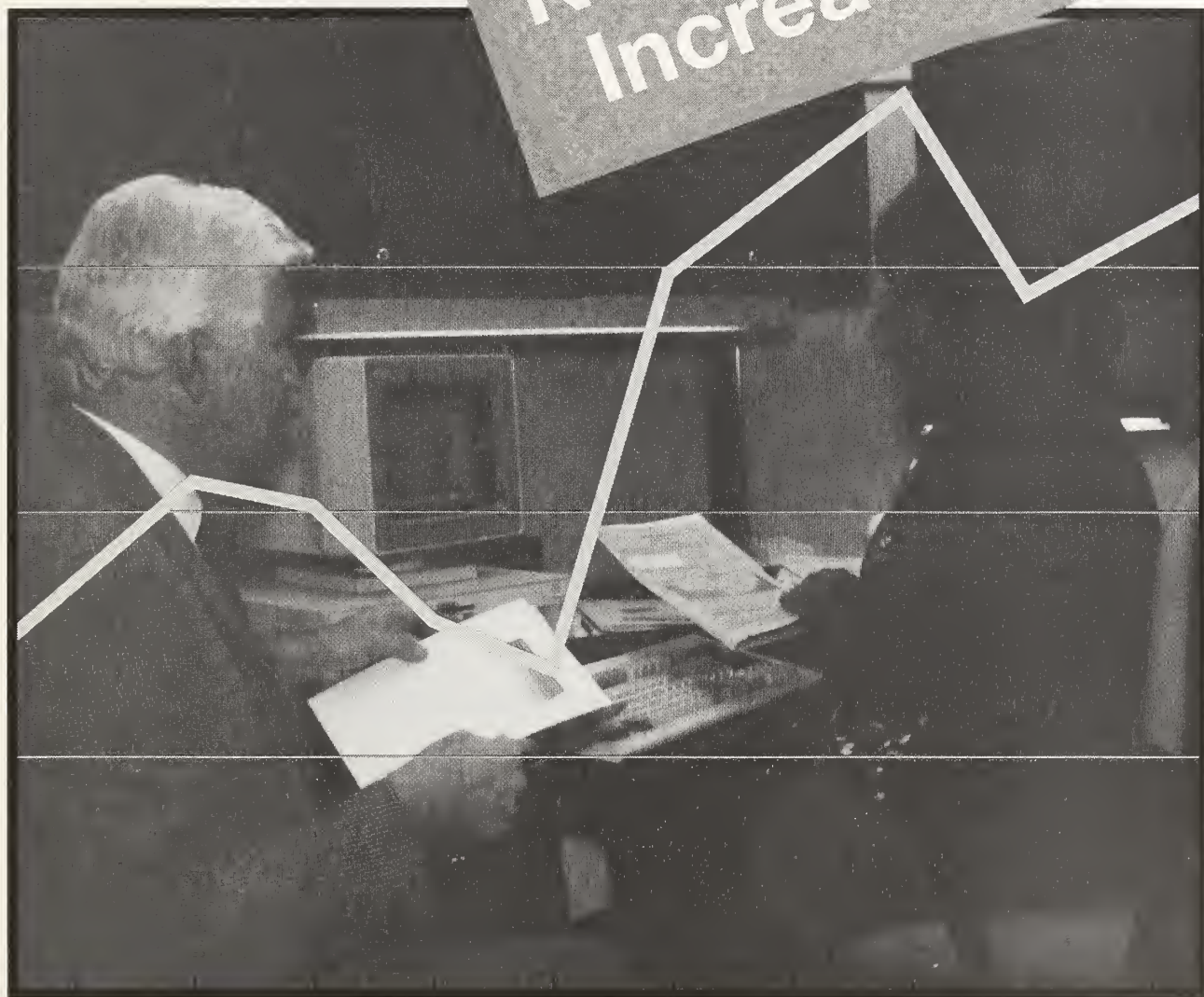
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Net Income
Increases



Abstract

FARMER COOPERATIVE STATISTICS, 1991,

by Ralph M. Richardson,
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A survey of U.S. farmer cooperatives for calendar year 1991 showed net income of \$1.57 billion, up from \$1.44 billion in 1990. Gross and net business volume, however, were down for the 4,494 cooperatives included in the survey. Assets, liabilities, and net worth were up. Business volume, number of cooperatives, cooperative memberships, and number of full-time employees were reported by commodity for those cooperatives classified as marketing, farm supply, and service. Trends in cooperative numbers, memberships, business size, and sales volume are reported. Data on balance sheet and net income and selected activities of other service organizations were also reported.

Keywords: cooperatives, statistics, business volume, memberships, balance sheet, net income.

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Preface

Farmer cooperative statistics are collected annually to provide information on the progress and trends in cooperatives' growth and development. Many people use these statistics for various purposes such as research, technical assistance, education, planning, and public policy. Acquiring, analyzing, and disseminating farmer cooperative statistics are authorized by the Cooperative Marketing Act of 1926.

This report provides aggregate information on the number, membership, number of full-time employees, and business volume of farmer cooperatives classified by commodity and functional type. Both gross (includes intercooperative business) and net (excludes intercooperative business) dollar volumes of cooperatives are reported.

Basic information is provided on business volume and net income of farmer cooperatives by principal product marketed and major functional type.

Statistics for 1991 are compiled both on a State and national basis. Data by State are collected every other year. Therefore, the numbers included in this report are compared to like data reported in 1989.

The information is collected from individual farmer cooperatives by a mail survey of organizations identified by Agricultural Cooperative Service (ACS) as farmer cooperatives.

Data for this report are derived from a census of all farmer cooperatives. ACS conducts an annual census because of the declining number of cooperatives, the need to make more accurate estimates for all cooperatives, and the need for more data on individual cooperatives for research purposes. Before 1989, survey data were collected from cooperatives selected in a stratified random sample in 3 of 4 years. The census provides better information to develop a database for research and other purposes.

Statistics for all cooperatives are derived by estimating and adding data for nonrespondents to respondent data. Those responding to the 1991 survey accounted for 78.6 percent of the total gross sales handled by farmer cooperatives.

ACS depends on the cooperative community's response to its annual survey to develop a detailed and comprehensive set of statistics on farmer cooperatives. The time and effort taken to provide information and the rapidity with which it is furnished are greatly appreciated.

Appreciation is extended to Todd Holloway for assisting with the survey and John H. Wells for providing technical support.

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Highlights

For 1991, marketing, farm supply, and selected service cooperatives reported a combined net income of \$1.57 billion, up 9.1 percent from the \$1.44 billion reported in 1990. The 1991 net included intercooperative dividends and refunds of \$381 million—up 15.4 percent from \$330 million.

Gross and net business volume were down 2.1 and 0.8 percent, respectively. Combined assets, liabilities, and net worth were up. The number of cooperatives and memberships declined.

Total gross business volume (including intercooperative business) handled by cooperatives was down 2.1 percent to \$90.8 billion from \$92.7 billion.

Total net business, excluding business done between cooperatives, was down 0.8 percent to \$76.6 billion from \$77.3 billion.

The number of cooperatives declined 3.6 percent from 4,663 to 4,494. Each year, new cooperatives are formed and others disappear as they discontinue operations due to consolidation, merger, acquisition, or unsuccessful operations.

Full-time employee numbers were up 3.3 percent to 172,062 from 166,560 reported in 1986.

Cooperative memberships of 4,058,570 were down 1.5 percent from 4,119,340.

Gross value of farm products marketed by cooperatives in 1991 decreased 4.1 percent from \$64.1 billion to \$61.4 billion. Net value of these farm products, after eliminating duplication from intercooperative business, was down 2.8 percent to \$56.2 billion from \$57.8 billion.

Gross value of farm supplies handled by farmer cooperatives was up 2.1 percent to \$26.8 billion from \$26.3 billion. Net value of these supplies, after eliminating intercooperative business, increased 4.8 percent to \$17.9 billion from \$17.1 billion.

Receipts for services related to marketing farm products and handling farm supplies was up 7.2 percent to \$2.5 billion from \$2.3 billion.

Combined assets for all farmer cooperatives increased 4.1 percent to \$31.3 billion. Net assets, after eliminating intercooperative investments, were up 5.9 percent to \$28.8 billion from \$27.2 billion.

Total liabilities of \$17.2 billion were up 3.9 percent from \$16.6 billion.

Highlights

Net worth, or member and patron equity, was up 4.4 percent to \$14 billion. Total assets financed by member and patron equity were up from 44.8 percent to 44.9 percent.

HIGHLIGHTS CAPSULE

	1990	1991
Number of cooperatives	4,663	4,494
Memberships	4,119,340	4,058,570
Net Business volume (mil. dol.)	77,266	76,636
Net income (mil. dol.)	1,440	1,570
Total assets (mil. dol.)	30,024	31,268
Net worth (mil. dol.)	13,449	14,040
<i>Leading States:</i>	<i>1989</i>	<i>1991</i>
Number of cooperatives	Minnesota (467)	Minnesota (422)
Memberships	Minnesota (352,926)	Minnesota (365,117)
Net Business volume (mil. dol.)	California (7,448)	California (8,014)

FARMER COOPERATIVE STATISTICS, 1991

Ralph M. Richardson, Celestine C. Adams,
Katherine C. DeVille, Jacqueline E. Penn,
John W. Stutzman, and Charles A. Kraenzle ¹

I—DEFINITION OF A FARMER COOPERATIVE

Criteria used to identify an organization as a farmer cooperative include:

(1) Membership is limited to persons producing agricultural and aquacultural products and associations of such producers; (2) cooperative members are limited to one vote despite the amount of stock or membership capital owned, or dividends on stock or membership capital are limited to 8 percent a year, or the legal rate in the State, whichever is higher; (3) business conducted with nonmembers may not exceed the value of business with members; and (4) the cooperative operates for the mutual interest of members by providing benefits on the basis of patronage.

The previous statement is slightly revised from criteria in earlier reports to better define whether an association should be included in statistics of farmer cooperatives.

These criteria may result in larger or smaller numbers of farmer cooperatives than are found in lists or directories of State agencies or cooperative councils. Agricultural Cooperative Service (ACS) includes only marketing, farm supply, and selected service cooperatives on its list. Livestock shipping associations and wool pools are included as marketing cooperatives. Many State lists include other types of cooperatives such as production, credit, telephone, electric, and consumer cooperatives as well as those that do not fulfill ACS's definition. Other reasons for possible differences in the number of cooperatives is that: (1) ACS may not learn of certain cooperatives operating in a State for a considerable period of time; (2) a cooperative may not have completed and returned an initial questionnaire; or (3) no notice is received that a cooperative discontinued operating.

Year to year comparisons in specific commodity groups, therefore, should reflect any differences in lists and classifications in State and Federal data.

Classification of Cooperatives

Statistics are presented according to a cooperative's major function or classification, such as marketing, farm supply, and selected service. These classifications are defined as follows:

Marketing cooperatives' primary business is marketing farm products for members—that is, more than 50 percent of total dollar volume was derived from the sale of members' farm products. Marketing cooperatives are further classified according to which commodity of 13 classifications is predominant (in terms of dollar volume) in each association's business. If a cooperative consistently indicates it is handling a larger volume of a commodity than originally organized to handle, and which provided the basis for its initial classification, it is reclassified by the commodity currently representing the predominant product in its business volume.

Farm supply cooperatives derive at least half their business volume from the sale of farm, production supplies.

These cooperatives handle a wide variety of farm production supplies, farmstead equipment, and building supplies. Some also handle farm and home items such as heating oil, lawn and garden supplies and equipment, and food.

Service cooperatives provide specialized business services related to the agricultural business operations of farmers, ranchers, or cooperatives such as cotton ginning, trucking, storing, drying, and artificial insemination.

Many cooperatives handle more than one commodity and provide both marketing and farm supply services, as well as facilities and equipment to per-

¹ Ralph M. Richardson, agricultural statistician; Celestine C. Adams, agricultural statistician; Katherine C. DeVille, statistical assistant; Jacqueline E. Penn, statistical assistant; John W. Stutzman, computer specialist; and Charles A. Kraenzle, director, Statistics and Technical Services Staff (STSS).

form related services such as storing, drying, and trucking. These associations are classified according to the predominant commodity or function as indicated by their business volumes.

Other types of service cooperatives such as Farm Credit System institutions, rural credit unions, rural electric cooperatives, and dairy herd improvement associations are presented separately.

Organizational Membership Structures

Centralized

Most farmer cooperatives are centralized organizations. Individual farmers are their members. These 4,358 centralized cooperatives usually serve a local area or community, county, or several counties. Most usually perform a limited number of initial marketing. Practically all farm supply sales are at the retail level. A few centralized cooperatives operate over large geographic areas and have members in several States. They often provide more vertically integrated services such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have centralized organizational structures. These associations derive all or most of their business volume from negotiating with distributors, processors, and other buyers and sellers over price, quantities, grade, terms of sale,

and other factors involved in marketing farm products. Only a few bargain for the purchase of farm supplies. While the primary function of such an association is to bring buyers and sellers together to contract for the sale of members' products, many bargaining associations now perform additional functions. For example, dairy bargaining associations at one time only negotiated prices. Now, many perform additional functions, such as physically handling part of the milk and making spot sales for patrons. Bargaining associations, like other dairy marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

Federated

Federated cooperatives comprise two or more member associations organized to market farm products, purchase production supplies, or perform bargaining functions.

Associations often operate at points quite distant from federation headquarters. Eighty-four federated cooperatives have been identified. Individual farmers are not members of strictly federated associations. Rather, they are members of cooperatives that comprise the federation—sometimes called a regional cooperative. Also, some federations are made up of regional cooperatives—often called inter-regional associations.

Table 1—Number and percentage of farmer cooperatives, 1982-91

Period ¹	Marketing		Farm supply		Service		Total	
	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
1982	3,714	60.7	2,299	37.5	112	1.8	6,125	100
1983	3,647	60.9	2,208	36.9	134	2.2	5,989	100
1984	3,514	60.8	2,136	36.9	132	2.3	5,782	100
1985	3,441	61.2	2,036	36.2	148	2.6	5,625	100
1986	3,260	60.7	1,971	36.7	138	2.6	5,369	100
1987	3,054	59.8	1,941	38.0	114	2.2	5,109	100
1988	2,988	60.5	1,836	37.2	113	2.3	4,937	100
1989 ²	2,550	53.1	1,803	37.6	446	9.3	4,799	100
1990	2,519	54.0	1,717	36.8	427	9.2	4,663	100
1991	2,384	53.0	1,689	37.6	421	9.4	4,494	100

¹ For years before 1982, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised October 1987.

² Cotton ginning cooperatives were reclassified from marketing to service cooperatives.

Mixed

A small number of cooperatives have both individual farmer-members and autonomous cooperative members. These associations, combine centralized and federated structures, serve large geographic areas with members in many States, and provide a variety of integrated services. ACS has identified 52 cooperatives with a "mixed" structure.

II—COOPERATIVE GROWTH TRENDS, 1982-91

Changing economic environment in the 1980's forced some cooperatives out of business. Others had to make difficult adjustments such as reducing the number of employees and selling off less productive assets. The stress is noted in business volume of

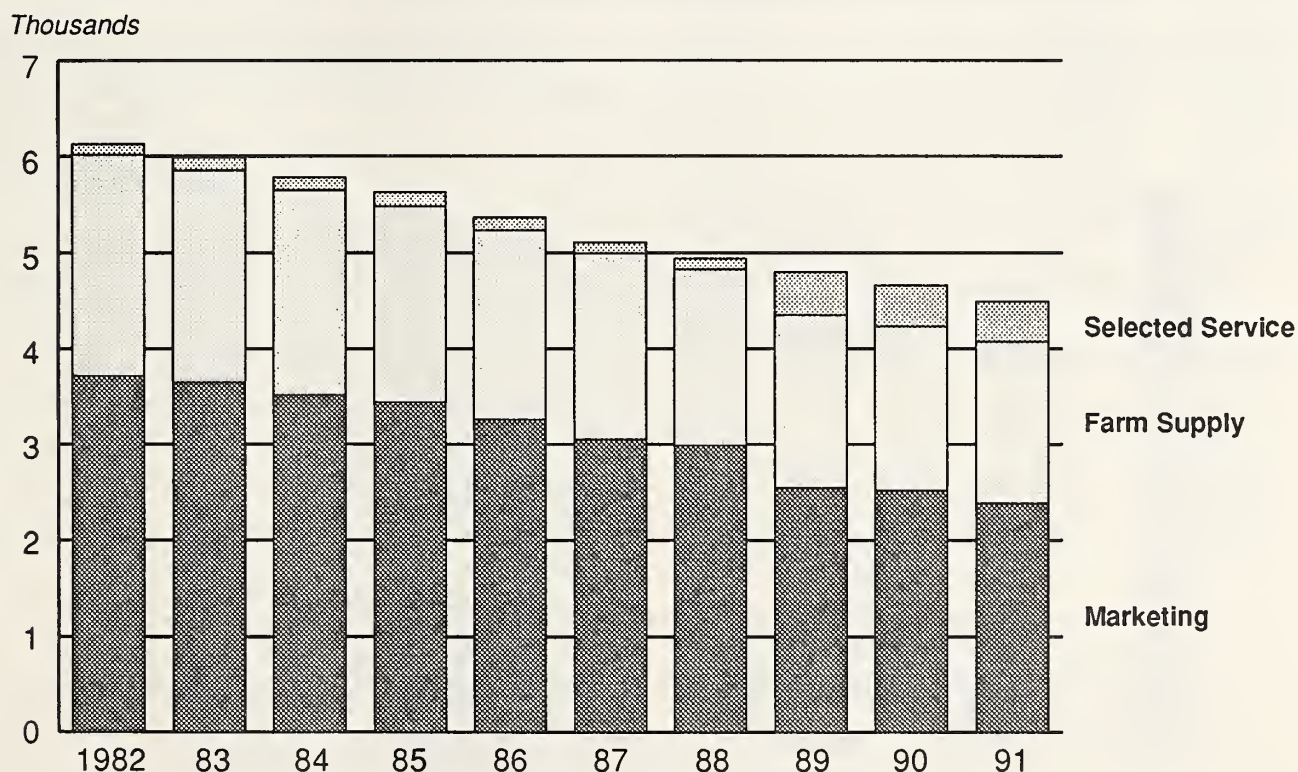
farmer cooperatives that dropped from its peak of \$73 billion in 1984 to \$58.4 billion in 1986. Volume subsequently recovered to reach a record \$77.3 billion in 1990 (appendix figure 1).

Number of Cooperatives

The total number of marketing, farm supply, and selected service cooperatives declined from 6,125 in 1982 to 4,494 in 1991 (table 1 and figure 1). Marketing cooperatives declined from 3,714 to 2,384 and farm supply cooperatives from 2,299 to 1,689. The number of selected service cooperatives increased from 112 to 421. The increase, however, was due primarily to reclassifying cotton ginning cooperatives from marketing to service.

From 1982 through 1991, 2,285 cooperatives were removed from the ACS list of farmer cooperatives because of dissolutions, mergers, consolidations,

Figure 1 – Farmer Cooperatives in the United States, 1982-91



Cotton ginning cooperatives reclassified from marketing to service cooperatives in 1989.

and other reasons—an average decrease of nearly 232 per year. Over the decade, 39.3 percent were dissolved, 22.4 percent were merged or consolidated, 17 percent were acquired by other cooperatives or investor-owned firms, and the remaining 21.3 percent removed primarily because they no longer operated (appendix figure 2).

Business Size

Measured by annual gross business volume, farmer cooperatives increased in size. Although most remain small and primarily serve local areas, several are seeking regional, national, or even international markets to increase business volume.

The increased size of individual cooperatives comes in part from mergers and consolidations. However, data used were not adjusted for changes in price levels, and some size changes resulted from inflationary effects.

In 1991, 84.9 percent of all farmer cooperatives reported business volumes of less than \$15 million. They represented only 15.8 percent of the total gross dollar volume (table 2 and figure 2). Nearly 1.4 percent of farmer cooperatives reported business volumes of \$250 million or more. These cooperatives, however, accounted for 55.8 percent of the total sales, up from 55.2 percent in 1990.

The 100 largest cooperatives (usually operating over large geographic areas) make up an important segment of farmer cooperatives. During 1982, these cooperatives accounted for \$53.6 billion, or 56.4 percent of total gross business volume. By 1991, the 100 largest cooperatives ² accounted for nearly \$52.8 bil-

² Jim J. Staiert, "Largest Co-ops Rebound to Post \$101 Million Increase in Income," *Farmer Cooperatives*, Vol. 59, No. 6, September 1992, ACS, USDA, Washington, DC, p. 12.

Figure 2 – Farmer Cooperatives Grouped by Business Volume, 1991

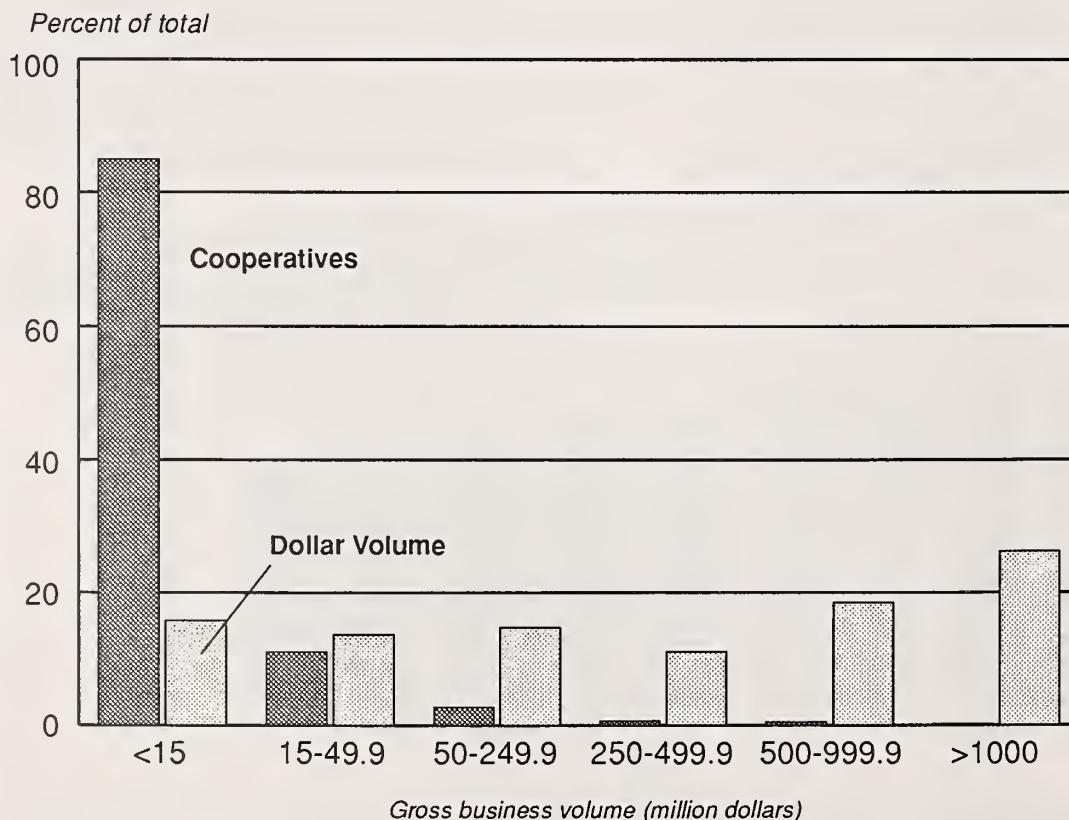


Table 2—Farmer cooperatives grouped by business volume, 1991¹

Volume group	Cooperatives		Dollar volume	
	Number (mil. dol.)	Percent of total	Gross ² (mil. dol.)	Percent of total
Less than \$5.0	2,679	59.6	4,713	5.2
\$5 - 9.9	810	18.0	5,722	6.3
\$10 - 14.9	326	7.3	3,942	4.3
\$15 - 24.9	294	6.6	5,588	6.2
\$25 - 49.9	199	4.4	6,733	7.4
\$50 - 99.9	73	1.6	4,989	5.5
\$100 - 199.9	39	0.9	5,498	6.1
\$200 - 249.9	13	0.3	2,914	3.2
\$250 - 499.9	27	0.6	10,097	11.1
\$500 - 999.9	23	0.5	16,803	18.5
\$1,000 and more	11	0.2	23,760	26.2
Total	4,494	100.0	90,759	100.0

¹ Business volume includes revenues from marketing plus the value of products bargained for or handled on a commission basis, supply sales, service receipts, and other income.

² Includes intercooperative business volume.

lion ³ in business volume, 58.2 percent of the total. These cooperatives, however, directly and through member cooperatives serve a large proportion of the total memberships.

Business Volume

Net cooperative business, unadjusted for changes in the price level, increased from \$69.2 billion in 1982 to \$76.6 billion in 1991 (table 3 and figure 3).

During this period, marketing of farm products reached \$54.6 billion in 1984, decreased to its lowest level at \$41.5 billion in 1986, set a record at \$57.8 billion in 1990, and declined to \$56.2 million in 1991. Combined sales of farm supplies were steadier over the period. Sales were \$16.4 billion in 1982 and \$17.9 billion in 1991 compared with a low of \$14.3 billion in 1987. Income from services has been increasing. However, beginning with 1990, other income and revenue were included with service receipts.

Four major commodity groups—dairy, grains and oilseeds excluding cottonseed, fruits and vegetables, and livestock—decreased from 85 percent of all products marketed in 1982 to 82.8 percent in 1991. Grains and oilseeds (excluding cottonseed) showed a

significant decrease—from 35.5 to 25.7 percent. Dairy and fruits and vegetables as a percentage of total cooperative business increased from 29.3 percent in 1982 to 35.2 percent in 1991.

In the farm supply group, petroleum, fertilizer, and feed were especially important. They accounted for 74.9 percent of the total production supply business in 1982 and 71.7 percent in 1991.

Table 3—Cooperatives' net business volume, 1982 and 1991¹

Function	Net volume	
	1982	1991
<i>Million dollars</i>		
Products marketed:		
Beans and peas (dry edible)	133.3	219.2
Cotton	1,732.7	2,343.3
Dairy	15,776.2	18,819.1
Fruits and vegetables	4,501.2	8,170.3
Grains and oilseeds ²	18,233.7	14,471.8
Livestock	5,193.9	5,110.7
Nuts	701.7	823.2
Poultry	944.4	1,170.7
Rice	1,128.9	705.7
Sugar	1,519.5	1,839.5
Tobacco	581.9	570.7
Wool and mohair	15.5	13.7
Other products	931.1	³ 1,945.0
Total farm products	51,393.8	56,202.9
Supplies purchased:		
Farm chemicals	1,336.0	1,825.3
Feed	3,341.0	4,096.9
Fertilizer	3,406.8	3,631.4
Petroleum	5,502.5	5,117.6
Seed	554.9	552.2
Other supplies	2,221.0	2,692.7
Total farm supplies	16,362.1	17,916.0
Services provided:		
Trucking, cotton ginning, storage, grinding, locker plants, misc	1,394.4	2,517.3
Total business	69,150.3	76,636.3

¹ Excludes intercooperative business volume. Totals may not add due to rounding.

² Excludes cottonseed.

³ Includes value of processed oilseeds.

³ Business volume for the 100 largest cooperatives decreased during the mid 1980s before increasing in 1988.

Considering changes in the production supplies group, the proportion of total business volume accounted for by fertilizer, petroleum, and seed declined, while farm chemicals, feed, and other supplies increased.

III—1991 STATISTICS

Number of Cooperatives

The 1991 survey accounted for 4,494 marketing, farm supply, and selected service ⁴ cooperatives, compared with 4,663 in 1990. The net decrease of 169

⁴ Services include trucking, cotton ginning, storage, drying, artificial insemination, and similar services affecting the form, quality, or location of farm products and supplies handled by cooperatives. They do not include credit, electric, telephone, or other such services not directly related to marketing or purchasing activities.

associations (3.6 percent) largely reflected a continuing trend involving dissolution, merger, consolidation, or acquisition.

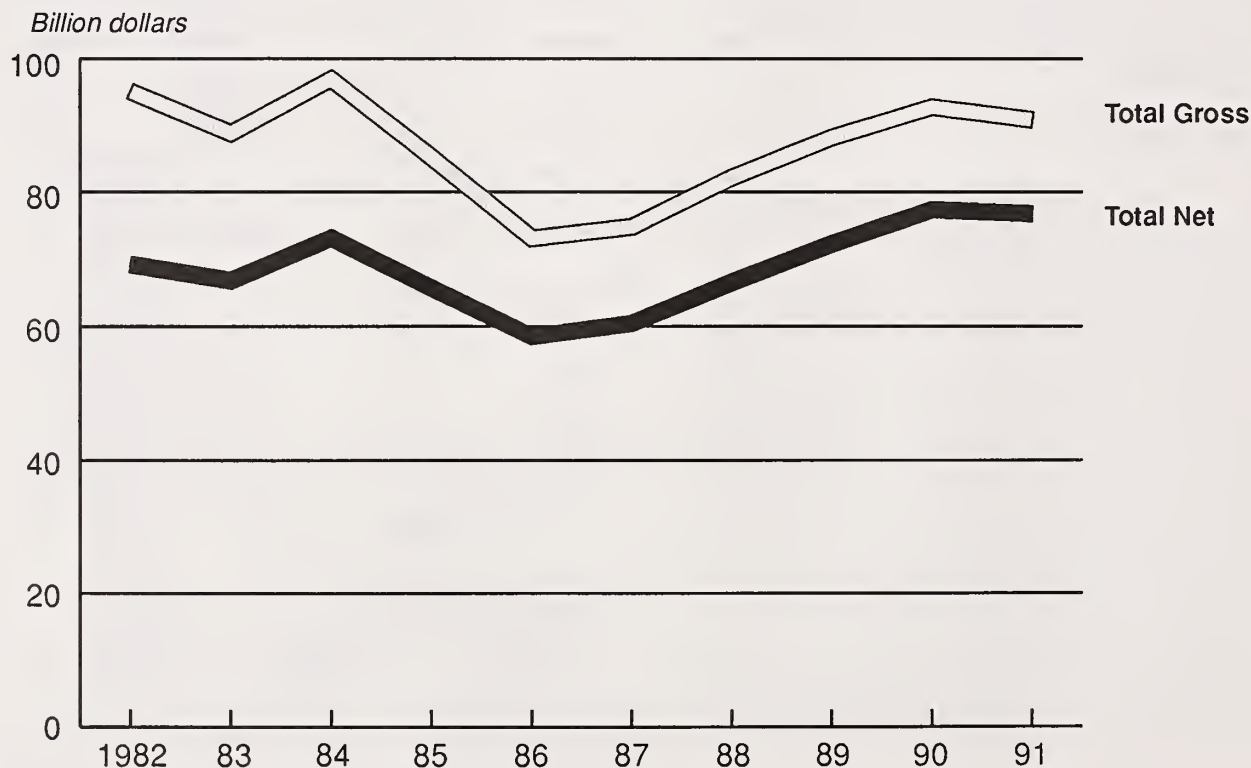
Of the 4,494 cooperatives, 2,384 primarily marketed farm products, 1,689 handled farm production supplies, and 421 provided services.

Comparison of 1991 to 1990 shows that marketing cooperatives decreased from 54 to 53 percent of the total number of cooperatives; farm supply cooperatives increased from 36.8 to 37.6 percent; and selected service cooperatives increased from 9.2 to 9.4 percent.

The percentage changes in table 1 are due to some extent to the reclassification of their dollar volume changes. In any given year, sales of farm supplies or grains and oilseeds could be higher due to market supply and demand conditions.

In table 4, the number of cooperatives headquartered in States is listed with the business activity that consistently accounted for the largest percent of their dollar volume for 1991.

Figure 3 – Business Volume of Farmer Cooperatives, 1982-91



Net excludes intercooperative business.

Table 4—Cooperative numbers ¹ and memberships, ² by major business activity and State, 1991 ³

State	Co-op hqts. in State	Memberships	State	Co-op hqts. in State	Memberships
BEANS AND PEAS, DRY EDIBLE			FRUITS AND VEGETABLES ⁵ (Continued)		
California	5	897	New York	8	1,043
Other States	<u>5</u>	<u>1,738</u>	North Carolina	6	599
United States	10	2,635	Ohio	6	2,294
			Oregon	12	1,972
COTTON ⁴			Pennsylvania	8	1,882
Arkansas	3	669	Texas	5	346
California	3	2,554	Vermont	3	26
Mississippi	3	2,106	Virginia	5	169
Texas	6	19,646	Washington	28	5,977
Other States	<u>4</u>	<u>9,948</u>	Other States	<u>21</u>	<u>64,993</u>
United States	19	34,923	United States	299	61,034
DAIRY			GRAINS AND OILSEEDS EXCLUDING COTTONSEED ⁷		
California	7	1,529	Arkansas	4	9,625
Hawaii	3	11	Colorado	17	10,897
Illinois	7	3,137	Idaho	9	4,357
Iowa	9	7,534	Illinois	143	104,317
Minnesota	49	18,676	Indiana	33	64,173
New York	65	8,291	Iowa	171	98,336
North Dakota	5	1,456	Kansas	152	123,485
Ohio	7	4,226	Louisiana	3	346
Oregon	3	730	Michigan	12	6,714
Pennsylvania	27	7,800	Minnesota	147	97,466
South Carolina	3	553	Mississippi	7	3,086
Vermont	4	2,045	Missouri	14	14,723
Virginia	3	1,017	Montana	18	11,130
Wisconsin	42	27,442	Nebraska	92	67,283
Other States	<u>33</u>	<u>42,766</u>	North Dakota	154	67,735
United States	264	127,202	Ohio	55	42,650
FRUITS AND VEGETABLES ⁵			Oklahoma	63	39,446
Arizona	4	557	Oregon	5	4,114
Arkansas	5	970	South Dakota	102	58,165
California	85	29,893	Texas	46	23,418
Colorado	13	1,193	Washington	26	10,335
Florida	35	2,492	Other States	<u>14</u>	<u>10,071</u>
Georgia	4	81	United States	1,287	871,872
Hawaii	7	294			
Illinois	3	121	LIVESTOCK ⁵		
Kentucky	3	304	Alabama	8	6,710
Maine	5	841	Colorado	4	4,616
Massachusetts	3	102	Idaho	4	6,664
Michigan	18	3,849	Indiana	3	26,227
Nebraska	3	87	Iowa	3	11,271
New Jersey	9	949			

(Continued)

Table 4—Cooperative numbers ¹ and memberships, ² by major business activity and State, 1991 ³ (Continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts. in State	Memberships
LIVESTOCK ⁵ (Continued)			TOBACCO ⁸		
Kentucky	4	5,258	Kentucky	5	81,035
Michigan	6	27,531	North Carolina	7	76,468
Minnesota	32	58,986	Tennessee	7	41,895
Mississippi	6	8,571	Virginia	3	24,106
Missouri	6	11,779	Other States	<u>4</u>	<u>44,886</u>
New York	5	34,723	United States	26	268,390
North Dakota	5	10,466			
Ohio	4	7,661	WOOL AND MOHAIR		
Pennsylvania	4	98	Idaho	12	759
Tennessee	3	607	Montana	21	1,568
Virginia	13	2,496	North Dakota	5	308
West Virginia	5	689	Pennsylvania	20	2,986
Wisconsin	57	36,490	Utah	6	1,564
Other States	<u>22</u>	⁶ <u>64,175</u>	Virginia	13	2,694
United States	194	322,018	West Virginia	9	2,100
			Wyoming	6	669
NUT ⁸			Other States	<u>28</u>	<u>26,581</u>
California	3	4,752	United States	120	39,229
Other States	<u>11</u>	<u>45,198</u>			
United States	14	49,950	MISCELLANEOUS ¹⁰		
POULTRY			California	6	1,189
California	3	72	Florida	3	8
Utah	3	121	Michigan	3	59
Other States	<u>7</u>	<u>32,344</u>	Minnesota	4	72
United States	13	32,537	Mississippi	3	152
			Ohio	3	47
RICE ⁵			Other States	<u>26</u>	<u>2,020</u>
Arkansas	19	11,554	United States	48	3,547
California	3	2,424			
Louisiana	10	700	TOTAL MARKETING		
Texas	9	1,300	Alabama	13	23,604
Other States	<u>1</u>	<u>531</u>	Arizona	6	2,449
United States	42	16,509	Arkansas	34	23,730
			California	122	48,142
SUGAR ⁹			Colorado	39	17,835
California	3	1,774	Florida	42	9,907
Idaho	3	1,027	Georgia	9	37,918
Louisiana	11	879	Hawaii	16	838
Michigan	3	2,802	Idaho	32	16,219
Minnesota	3	1,916	Illinois	159	128,863
Montana	4	351	Indiana	37	96,840
Nebraska	4	561	Iowa	189	119,379
Wyoming	4	453	Kansas	153	130,403
Other States	<u>13</u>	<u>2,714</u>	Kentucky	17	90,091
United States	48	12,567			

(Continued)

Table 4—Cooperative numbers ¹ and memberships, ² by major business activity and State, 1991 ³ (Continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts. in State	Memberships
TOTAL MARKETING (Continued)			FARM SUPPLY (Continued)		
Louisiana	28	3,680	Kentucky	30	118,962
Maine	6	1,356	Louisiana	26	10,903
Massachusetts	6	711	Maryland	14	49,474
Michigan	44	45,756	Massachusetts	5	6,005
Minnesota	240	179,798	Michigan	36	26,014
Mississippi	23	16,339	Minnesota	175	153,966
Missouri	23	33,369	Mississippi	51	60,364
Montana	49	14,759	Missouri	52	117,249
Nebraska	106	77,942	Montana	45	21,411
New Jersey	13	3,224	Nebraska	70	64,839
New York	82	44,833	New Jersey	4	6,434
North Carolina	22	96,575	New York	82	53,717
North Dakota	173	81,729	North Dakota	119	63,185
Ohio	80	76,698	Ohio	29	23,013
Oklahoma	69	54,114	Oklahoma	25	19,550
Oregon	25	7,954	Oregon	17	24,698
Pennsylvania	61	12,779	Pennsylvania	13	24,610
South Carolina	6	22,823	South Dakota	79	60,076
South Dakota	106	73,107	Tennessee	72	73,267
Tennessee	11	43,539	Texas	56	23,003
Texas	73	53,342	Utah	10	5,691
Utah	17	7,927	Virginia	40	185,256
Vermont	9	2,415	Washington	35	19,073
Virginia	41	37,944	West Virginia	14	57,254
Washington	61	18,454	Wisconsin	147	146,421
West Virginia	16	4,990	Wyoming	8	4,277
Wisconsin	107	67,518	Other States	<u>9</u>	<u>100,682</u>
Wyoming	10	2,223	United States	1,689	2,024,700
Other States	<u>9</u>	<u>10,297</u>			
United States	2,384	1,842,413			
FARM SUPPLY			SERVICE ¹		
Alabama	52	47,010	Alabama	5	341
Arkansas	43	43,448	Arizona	4	253
California	23	15,992	Arkansas	7	878
Colorado	22	20,779	California	49	6,404
Connecticut	3	2,995	Hawaii	6	84
Florida	9	7,321	Illinois	6	1,148
Georgia	5	1,365	Kentucky	7	224
Hawaii	6	1,635	Louisiana	7	1,370
Idaho	13	12,436	Michigan	4	6,229
Illinois	80	115,621	Minnesota	7	31,353
Indiana	33	60,020	Mississippi	35	1,870
Iowa	101	135,908	Nebraska	3	978
Kansas	36	40,776	New Mexico	6	619
			New York	6	651

(Continued)

Table 4—Cooperative numbers ¹ and memberships, ² by major business activity and State, 1991 ³ (Continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts. in State	Memberships
SERVICE ¹¹ (Continued)			TOTAL (Continued)		
North Carolina	3	84	Oklahoma	126	82,302
North Dakota	3	498	Oregon	43	32,660
Ohio	6	6,787	Pennsylvania	81	56,596
Oklahoma	32	8,638	South Carolina	9	23,208
Pennsylvania	7	19,207	South Dakota	186	133,645
Texas	180	40,945	Tennessee	85	118,064
Washington	3	2,973	Texas	309	117,290
Wisconsin	11	37,141	Utah	28	16,036
Other States	<u>24</u>	<u>22,782</u>	Vermont	9	6,022
United States	421	191,457	Virginia	82	226,248
TOTAL			Washington	99	40,500
Alabama	70	70,955	West Virginia	30	62,244
Arizona	12	66,105	Wisconsin	265	251,080
Arkansas	84	68,056	Wyoming	18	6,500
California	194	70,538	Other States	<u>4</u>	<u>7,615</u>
Colorado	63	38,762	United States	4,494	4,058,570
Connecticut	5	3,271			
Delaware	3	15,245			
Florida	53	29,488			
Georgia	15	39,374			
Hawaii	28	2,557			
Idaho	46	28,655			
Illinois	245	245,632			
Indiana	71	156,860			
Iowa	292	257,202			
Kansas	191	171,432			
Kentucky	54	209,277			
Louisiana	61	15,953			
Maine	7	7,579			
Maryland	16	50,575			
Massachusetts	11	6,716			
Michigan	84	77,999			
Minnesota	422	365,117			
Mississippi	109	78,573			
Missouri	77	151,448			
Montana	94	36,170			
Nebraska	179	143,759			
New Jersey	19	9,683			
New Mexico	8	2,223			
New York	170	99,201			
North Carolina	27	108,245			
North Dakota	295	145,412			
Ohio	115	106,498			

¹ Includes centralized and federated cooperatives and those with mixed organizational structures.

² Includes farmer members (those entitled to vote for directors) but not nonvoting patrons. (Duplication in these membership figures occurs because many farmers belong to more than one cooperative.) Totals may not add due to rounding.

³ Data covering operations of cooperatives for calendar year 1991. States listed are those with more than two cooperatives or where disclosure is not a problem.

⁴ Cotton ginning cooperatives in previous reports were included in this classification. These cooperatives were reclassified as service cooperatives.

⁵ Cooperatives performing specific services related to a commodity are included. Incorporated local associations of a federation that performs the actual marketing or processing are counted.

⁶ Includes foreign memberships.

⁷ Excludes soybean meal and oil.

⁸ Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs.

⁹ Includes sugar, sugarcane, sugar beets, honey, maple syrup, molasses, and sorghum.

¹⁰ Includes forest products, hay, hops, nursery stock, coffee, and other farm products not separately classified.

¹¹ Cooperatives providing services related to marketing or purchasing activities. Major services provided are cotton ginning, trucking, storing, grinding, drying, and artificial insemination.

Memberships

Memberships in marketing, farm supply, and selected service cooperatives totaled 4,058,570 in 1991, down 1.5 percent from 4,119,340 in 1990 (table 5 and figure 4).

The long-term trend has been one of decline, reflecting, in part, the decreasing number of farmers in the United States. Many farmers were members of more than one cooperative and each membership was counted. Total membership contains duplication that cannot be eliminated with current reporting methods.

Though many farmers maintained membership in more than one cooperative, nearly 21.3 percent did not actively patronize their cooperatives, up from 19.2 percent in 1990.

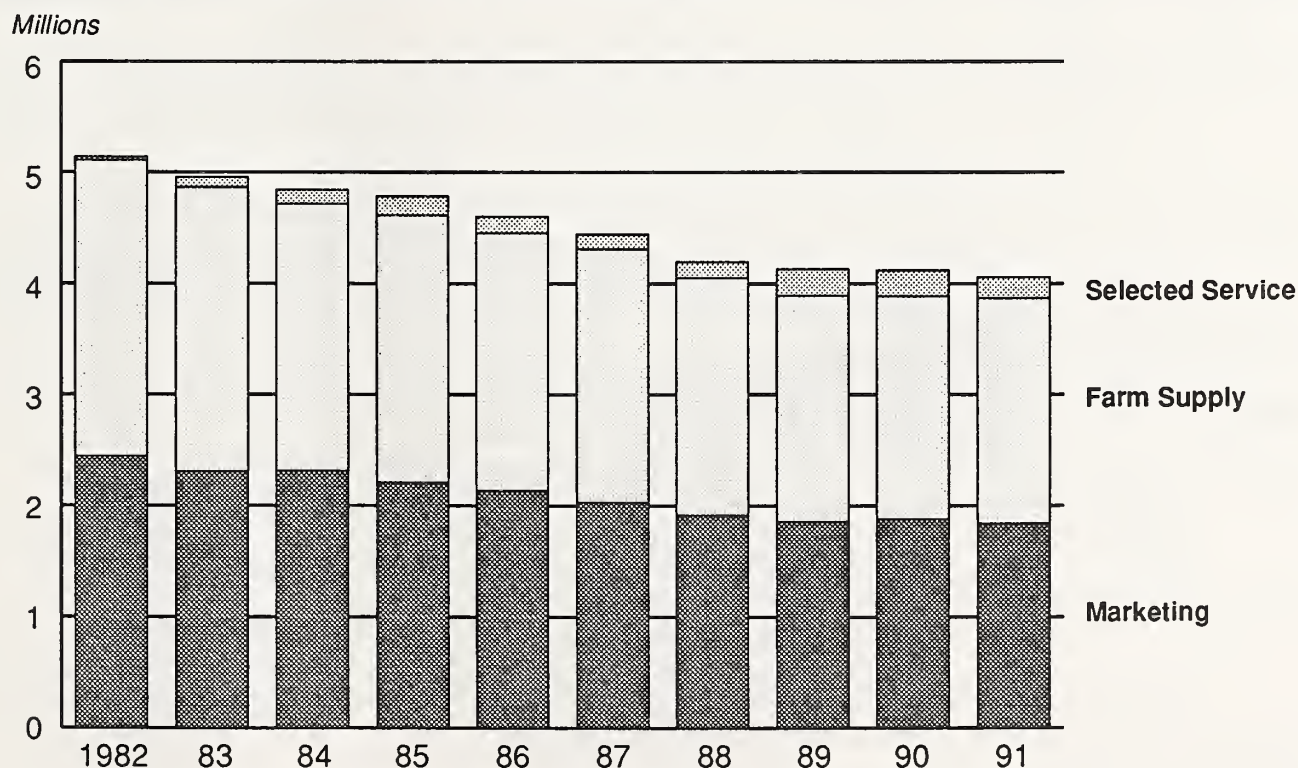
Membership figures often vary widely from year to year for cooperatives participating in price stabilization programs, particularly for those handling cotton, peanuts, or tobacco.

Classification of members is affected also by the diversity of services offered by cooperatives. For example, a member may use a cooperative to market only one of the farm products handled by the cooperative, or a member may use a cooperative classified in the marketing group only for purchasing one or more types of production supplies. The member's business with the cooperative, therefore, may not be in the group that represents the cooperative's major business volume (the criteria for classifying cooperatives in this report). The membership, however, will be included arbitrarily in that classification.

Number of Full-time Employees

Farmer cooperatives had 172,062 employees in 1991, an average of 38 persons per association on a full-time basis. That's up 3.3 percent from 166,560 in 1986 (table 6).

Figure 4 – Memberships in Farmer Cooperatives, 1982-91



Cotton ginning cooperatives reclassified from marketing to service cooperatives in 1989.

Table 5—Memberships in marketing, farm supply, and service cooperatives, 1982-91

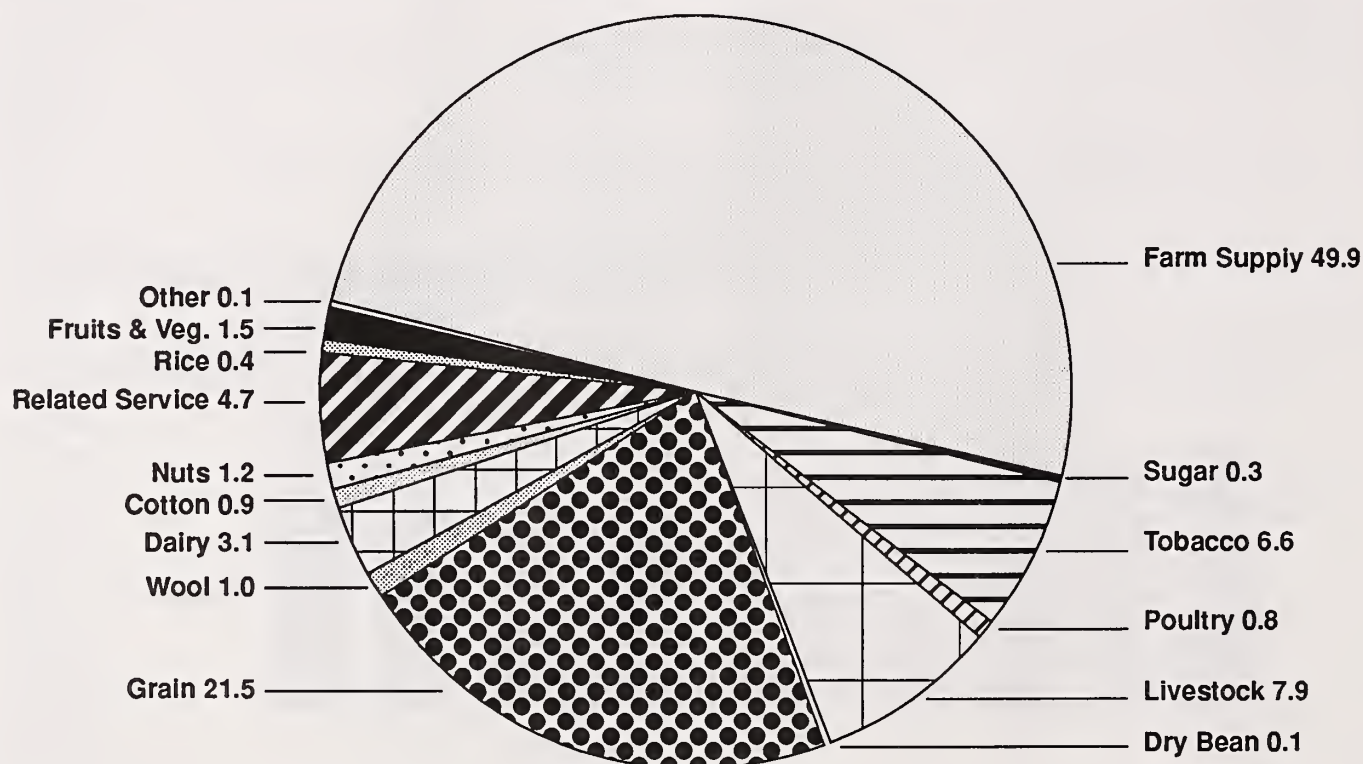
Period ¹	Marketing		Farm supply		Service		Total	
	1,000	Pct.	1,000	Pct.	1,000	Pct.	1,000	Pct.
1982	2,444	47.6	2,666	51.9	25	.5	5,136	100
1983	2,308	46.6	2,553	51.5	² 95	1.9	4,955	100
1984	2,317	47.9	2,397	49.5	128	2.6	4,842	100
1985	2,214	46.3	2,398	50.2	169	3.5	4,781	100
1986	2,140	46.5	2,310	50.2	150	3.3	4,600	100
1987	2,026	45.6	2,282	51.4	132	3.0	4,440	100
1988	1,912	45.6	2,142	51.1	141	3.4	4,195	100
1989 ³	1,856	44.9	2,035	49.2	243	5.9	4,134	100
1990	1,882	45.7	2,006	48.7	232	5.6	4,119	100
1991	1,842	45.4	2,025	49.9	191	4.7	4,058	100

¹ For years before 1982, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised October 1987.

² Memberships were up significantly due to inclusion of additional service cooperatives.

³ Cotton ginning cooperatives included as service cooperatives. Previously, they were classified as marketing cooperatives.

Figure 5 – Distribution of Memberships by Type of Cooperative, 1991



Percent based on 4,058,570 memberships.

Table 6—Number of farmer cooperatives and full-time employees, 1981, 1986, and 1991

Commodity	Cooperatives			Full-time Employees		
	1981	1986	1991	1981	1986	1991
<i>Number¹</i>						
Cotton	441	396	² 19	5,580	4,896	2,378
Dairy	446	345	264	39,427	37,441	30,993
Fruits and vegetables	366	344	299	20,711	17,594	26,364
Grain and oilseeds	1,777	1,514	1,287	32,965	25,560	27,356
Livestock, wool, and poultry	520	469	327	14,339	5,290	12,331
Rice	54	49	42	2,252	1,539	1,188
Sugar	39	40	48	5,256	5,493	4,359
Other products	100	103	98	1,854	3,858	5,584
Total farm products	3,743	3,260	2,384	122,383	101,671	110,553
Total farm supplies	2,356	1,971	1,689	80,188	62,041	56,109
Total related services	112	138	421	987	2,848	5,400
Combined total	6,211	5,369	4,494	203,558	166,560	172,062

¹ Totals may not add due to rounding.

² Cotton ginning cooperatives were reclassified as service cooperatives.

Marketing cooperatives, totaling 2,384, employed 110,553 persons up 8.7 percent from 1986. Dairy cooperatives had the most full-time employees (30,933)—down 17.2 percent from 1986, while grain cooperatives ranked second with 27,356, a 7-percent increase. Together, these cooperatives accounted for more than half of the full-time employees of marketing cooperatives.

The 1,689 farm supply cooperatives employed 56,109 persons on a full-time basis, down 9.6 percent from the 62,041 reported in 1986. These cooperatives had an average 33 full-time employees in 1991.

Full-time employees of the 421 selected service cooperatives increased significantly, up 89.6 percent from 2,848 to 5,400 employees, due primarily to reclassification and inclusion of additional related service cooperatives.

Business Volume

Total gross business volume of 4,494 marketing, farm supply, and selected service cooperatives was \$90.8

billion (table 7), down 2.1 percent from \$92.7 billion in 1990.

Total net business volume of farmer cooperatives was \$76.6 billion—\$56.2 billion for farm products marketed, \$17.9 billion for farm supplies purchased, and \$2.5 billion for services performed. The total net figure of \$76.6 billion, which excludes inter-cooperative business (the difference between gross and net business volumes), represented a decrease of 0.8 percent from \$77.3 billion in 1990. However, discounting for price changes, business volume increased 0.3 percent.⁵

Intercooperative business decreased from \$15.4 billion to \$14.1 billion. Gross and net volumes of

⁵ Deflated cooperative business volume was \$77.5 billion up 0.3 percent. This value was derived by deflating farm products marketed by indices of producer prices and processed foods and feeds and farm supplies (inputs) and service income by the index of prices paid by farmers for production items excluding interest, taxes, and wages.

Table 7—Gross and net business volume, 1982-91

Period ¹	Gross volume (includes intercooperative business)				Net volume (excludes intercooperative business)			
	Farm products	Farm supplies	Selected services ²	Total	Farm products	Farm supplies	Selected services ²	Total
<i>Billion dollars</i>								
1982	65.6	28.1	1.4	95.1	51.4	16.4	1.4	69.2
1983	61.2	26.1	1.5	88.7	49.3	15.9	1.5	66.8
1984	67.6	27.7	1.5	96.9	54.6	17.0	1.5	73.0
1985	57.0	26.4	1.6	85.1	47.3	16.6	1.6	65.6
1986	47.6	23.6	1.8	73.0	41.5	15.1	1.8	58.4
1987	50.3	22.5	1.9	74.7	44.2	14.3	1.9	60.3
1988	56.2	24.0	1.9	82.1	49.1	15.4	1.9	66.4
1989	60.3	25.8	2.0	88.1	53.2	16.9	2.0	72.1
1990	64.1	26.3	2.3	92.7	57.8	17.1	2.3	77.3
1991	61.4	26.8	2.5	90.8	56.2	17.9	2.5	76.6
<i>Percent</i>								
1982	69.0	29.5	1.5	100	74.3	23.7	2.0	100
1983	69.0	29.4	1.6	100	73.9	23.9	2.2	100
1984	69.8	28.6	1.6	100	74.7	23.2	2.1	100
1985	67.0	31.1	1.9	100	72.1	25.4	2.5	100
1986	65.2	32.4	2.4	100	71.1	25.9	3.0	100
1987	67.3	30.2	2.5	100	73.2	23.7	3.1	100
1988	68.4	29.2	2.4	100	73.9	23.2	2.9	100
1989	68.4	29.3	2.3	100	73.8	23.4	2.8	100
1990	69.1	28.4	2.5	100	74.9	22.1	3.0	100
1991	67.7	29.5	2.8	100	73.3	23.4	3.3	100

¹ For years prior to 1982, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised October 1987. Data for prior years are not entirely comparable due to revisions in statistical procedures.

² Services related to marketing or supply purchasing but not included in the volumes reported for these activities. Beginning with 1990, other income and revenue were included with service receipts.

business for marketing, purchasing, and related service activities are shown in table 7 for selected years.

Gross volume of farm products marketed by cooperatives decreased 4.1 percent, from nearly \$64.1 billion in 1990 to \$61.4 billion, in 1991. The net volume of farm products marketed was \$56.2 billion or 73.3 percent of the total net volume of cooperatives. The net marketing volume decreased 2.8 percent from \$57.8 billion to \$56.2 billion.

Figure 6 illustrates the leading products marketed by cooperatives based on net marketing business volume. Dairy led with 33.5 percent, followed by grains and oilseeds excluding cottonseed with 25.7 percent. Fruits and vegetables ranked third with 14.5 percent.

Gross volume of all farm supplies handled by cooperatives was \$26.8 billion up 2.1 percent from \$26.3 billion. Net farm supply volume of \$17.9 billion

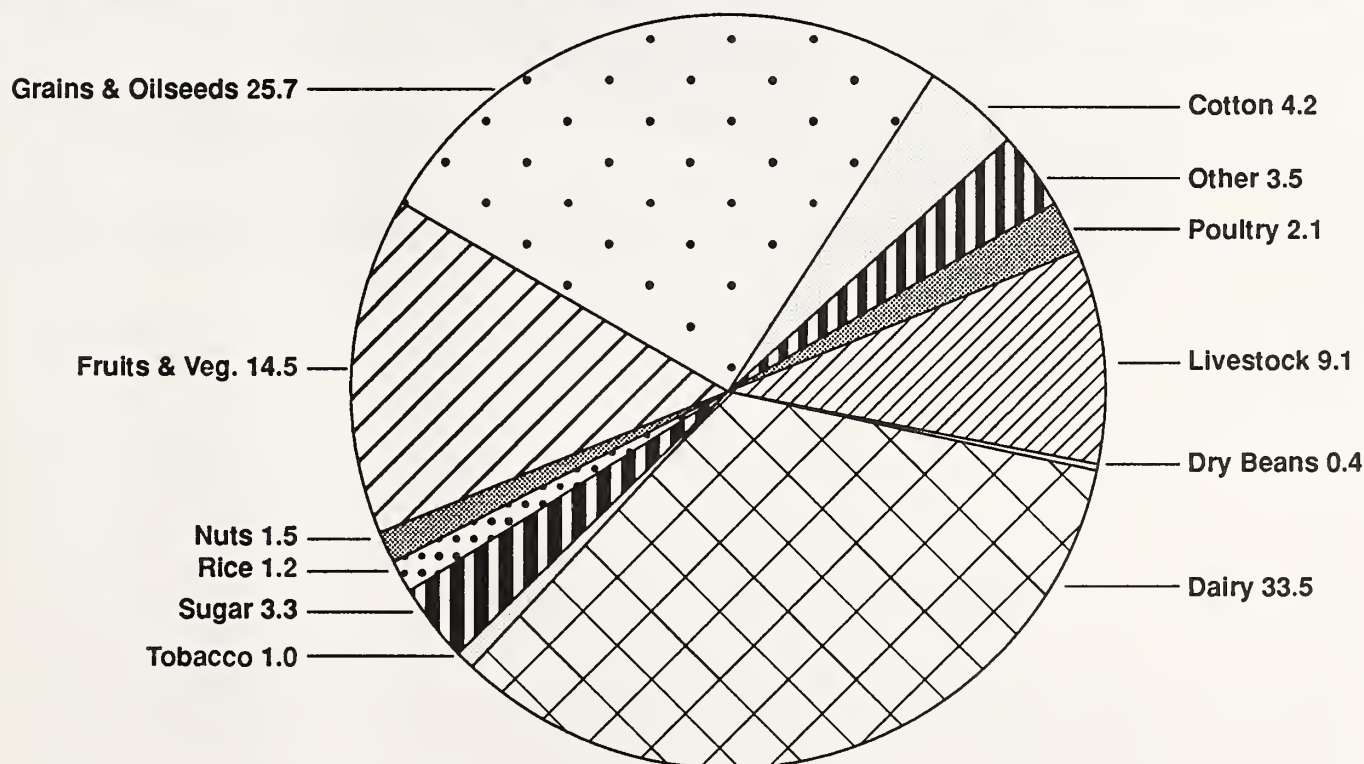
accounted for 23.4 percent of the total net business volume, up 4.8 percent from \$17.1 billion.

Sales of fertilizer, petroleum, and farm chemicals were all up. Sales of feed, petroleum, and other supplies were down slightly.

As shown in figure 7, leading farm supplies handled by cooperatives in terms of net business volume were petroleum, with 28.5 percent of the total, followed by feed and fertilizer at 22.9 and 20.3 percent, respectively. Receipts for services performed by marketing, farm supply, and selected service cooperatives amounted to \$2.5 billion, up 7.2 percent. Service receipts represented 3.3 percent of total net business volume (table 8).

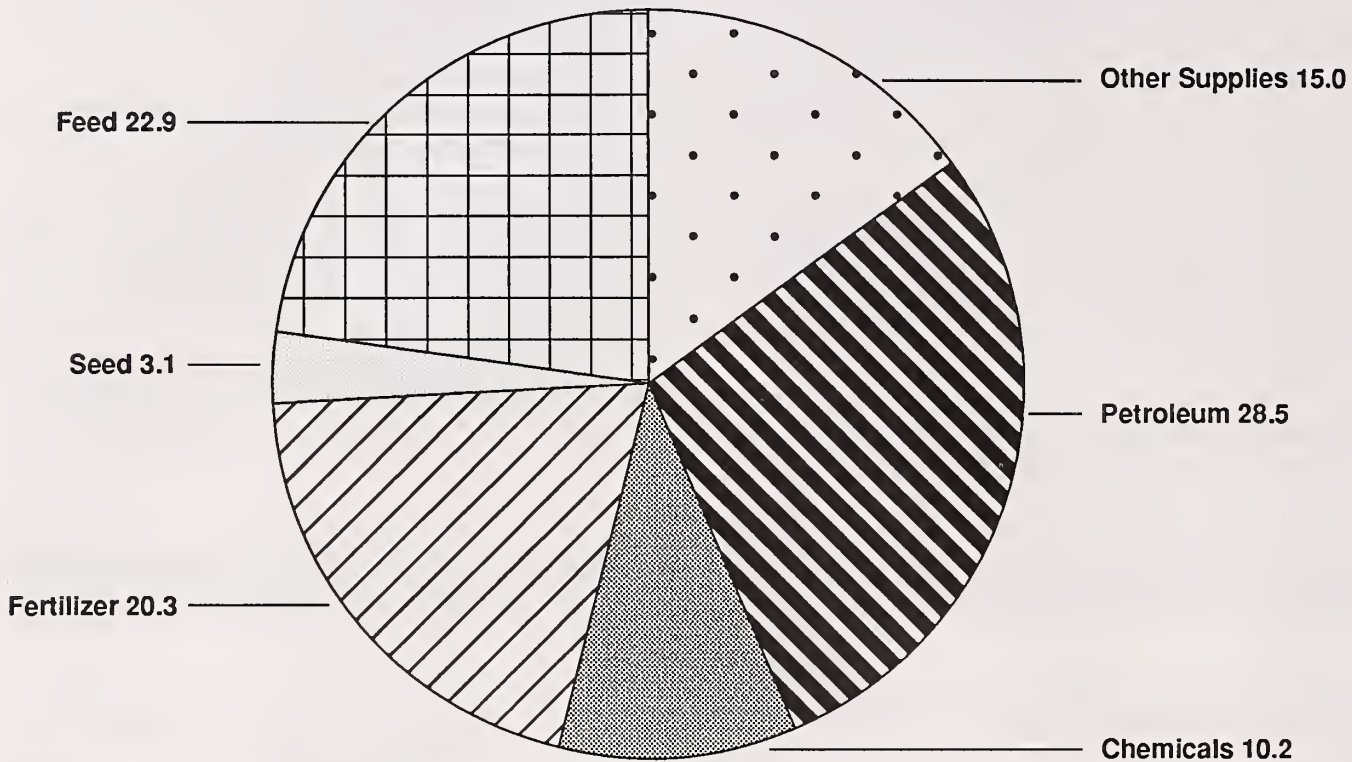
The 1991 estimated volume of farm products marketed, farm supplies sold, and services provided by cooperatives is shown by State in table 9.

Figure 6 – Relative Importance of Major Farm Products Marketed by Cooperatives, 1991



Percent based on a net marketing business volume of \$56.2 billion.

Figure 7 – Relative Importance of Major Farm Supplies Handled by Cooperatives, 1991



Percent based on a net farm supply business volume of \$17.9 billion.

Table 8—Cooperative business volume by commodity, 1991 ¹

	Gross volume (includes intercooperative business)		Net volume (excludes intercooperative business)	
	<i>Mil. dol.</i>	<i>Pct.</i>	<i>Mil. dol.</i>	<i>Pct.</i>
Products marketed:				
Beans and peas (dry edible)	224.6	0.2	219.2	0.3
Cotton	2,549.7	2.8	2,343.3	3.1
Dairy	19,719.3	21.7	18,819.1	24.6
Fruits and vegetables	8,769.8	9.7	8,170.3	10.7
Grain and oilseeds				
excluding cottonseed	17,582.0	19.4	14,471.8	18.9
Livestock	5,110.7	5.6	5,110.7	6.7
Nuts	823.2	0.9	823.2	1.1
Poultry	1,405.2	1.5	1,170.7	1.5
Rice	707.0	0.8	705.7	0.9
Sugar	1,989.5	2.2	1,839.5	2.4
Tobacco	570.7	0.6	570.7	0.7
Wool and mohair	25.0	²	13.7	²
Miscellaneous ³	<u>1,948.7</u>	2.1	<u>1,945.0</u>	2.5
Total farm products	61,425.4	67.7	56,202.9	73.3
Supplies purchased:				
Farm chemicals	2,587.2	2.9	1,825.3	2.4
Feed	5,684.5	6.3	4,096.9	5.3
Fertilizer	5,936.7	6.5	3,631.4	4.7
Petroleum	8,402.3	9.3	5,117.6	6.7
Seed	715.4	0.8	552.2	0.7
Other supplies ⁴	<u>3,490.0</u>	3.8	<u>2,692.7</u>	3.5
Total farm supplies	26,816.1	29.5	17,916.0	23.4
Services provided:				
Trucking, cotton ginning, storage, grinding, locker plants, misc.	⁵ 2,517.3	2.8	⁵ 2,517.3	3.3
Total business	90,758.8	100.0	76,636.3	100.0

¹ Totals may not add due to rounding.

² Less than .05 percent.

³ Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, other farm products not separately classified, and sales of farm products not received directly from member-patrons. Also includes manufactured food products and resale items marketed by cooperatives.

⁴ Includes building materials, containers and packaging supplies, farm machinery and equipment, meats and groceries, automotive supplies, hardware, chicks, and other supplies not separately classified.

⁵ Charges for services related to marketing or purchasing but not included in the volume reported for those activities plus other income.

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ²

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
PRODUCTS MARKETED:			FRUITS AND VEGETABLES (Continued)		
BEANS AND PEAS, DRY EDIBLE			Nebraska	20	20
California	122,734	120,077	New Jersey	301,728	294,460
Other States	<u>101,900</u>	<u>99,097</u>	New York	163,732	116,873
United States	224,635	219,173	North Carolina	576	576
COTTON			Ohio	11,455	11,455
Arkansas	143,399	143,247	Oregon	472,365	466,566
California	556,897	510,732	Pennsylvania	435,709	411,034
Mississippi	415,675	401,186	Texas	27,585	21,818
Texas	873,753	749,582	Vermont	2,500	2,500
Other States	<u>559,925</u>	<u>538,562</u>	Virginia	609	609
United States	2,549,651	2,343,310	Washington	747,083	726,110
DAIRY			Other States	591,551	551,366
California	2,078,845	2,066,507	Foreign ³	<u>8,182</u>	<u>8,182</u>
Hawaii	6,079	6,079	United States	8,769,773	8,170,251
Illinois	663,223	584,056	GRAINS AND OILSEEDS EXCLUDING		
Iowa	702,653	678,775	COTTONSEED		
Minnesota	1,856,629	1,633,919	Arkansas	133,886	133,886
New York	1,059,376	966,351	Colorado	141,810	141,810
North Dakota	142,772	125,748	Idaho	90,694	77,875
Ohio	565,246	544,941	Illinois	1,620,040	1,582,036
Oregon	221,841	212,865	Indiana	1,196,966	986,746
Pennsylvania	962,286	911,791	Iowa	2,348,986	2,324,968
South Carolina	43,214	42,450	Kansas	1,034,480	1,021,661
Vermont	309,600	302,181	Louisiana	17,425	17,425
Virginia	322,099	318,511	Michigan	189,466	155,214
Wisconsin	3,986,483	3,795,970	Minnesota	2,430,478	1,903,640
Other States	<u>6,798,960</u>	<u>6,628,930</u>	Mississippi	89,485	89,485
United States	19,719,306	18,819,073	Missouri	281,790	281,790
FRUITS AND VEGETABLES			Montana	268,125	178,390
Arizona	129,268	122,418	Nebraska	1,143,836	1,117,177
Arkansas	1,363	1,363	North Dakota	1,343,735	1,095,527
California	3,833,602	3,559,892	Ohio	1,265,940	945,307
Colorado	32,190	23,478	Oklahoma	1,311,973	284,470
Florida	1,184,897	1,137,350	Oregon	283,572	193,836
Georgia	56,648	31,186	South Dakota	861,104	691,142
Hawaii	5,821	5,821	Texas	511,297	383,897
Illinois	2,177	2,177	Washington	539,790	437,236
Kentucky	3,989	3,989	Other States	450,370	414,411
Maine	43,669	43,669	Foreign ³	<u>26,707</u>	<u>13,888</u>
Massachusetts	360,669	360,669	United States	17,581,959	14,471,817
Michigan	352,386	266,669			

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
1,000 dollars			1,000 dollars		
LIVESTOCK			SUGAR		
Alabama	34,646	34,646	Idaho	112,691	112,691
Colorado	94,227	94,227	Louisiana	113,689	113,689
Idaho	74,230	74,230	Michigan	133,292	118,805
Indiana	193,699	193,699	Minnesota	549,639	449,805
Iowa	564,036	564,036	Montana	6,416	6,416
Kentucky	53,567	53,567	Nebraska	3,319	3,319
Michigan	533,511	533,511	Wyoming	20,116	20,116
Minnesota	207,836	207,836	Other States	1,049,566	1,013,871
Mississippi	68,315	68,315	Foreign ³	<u>805</u>	<u>805</u>
Missouri	243,834	243,834	United States	1,989,532	1,839,517
New York	61,346	61,346			
North Dakota	123,213	123,213	TOBACCO		
Ohio	315,623	315,623	Kentucky	119,440	119,440
Pennsylvania	425	425	North Carolina	246,191	246,191
Tennessee	16,917	16,917	Tennessee	72,988	72,988
Virginia	28,719	28,719	Virginia	62,908	62,908
West Virginia	4,472	4,472	Other States	<u>69,163</u>	<u>69,163</u>
Wisconsin	732,029	732,029	United States	570,690	570,690
Other States	1,755,357	1,755,357			
Foreign ³	<u>4,702</u>	<u>4,702</u>	WOOL AND MOHAIR		
United States	5,110,703	5,110,703	Idaho	83	83
			Montana	277	277
NUTS			North Dakota	50	50
California	579,304	579,304	Pennsylvania	154	154
Other States	<u>243,920</u>	<u>243,920</u>	Utah	2,746	2,012
United States	823,223	823,223	Virginia	66	66
			West Virginia	108	108
POULTRY			Wyoming	10	10
California	36,881	36,881	Other States	<u>21,543</u>	<u>10,968</u>
Utah	134,784	22,238	United States	25,037	13,728
Other States	<u>1,233,519</u>	<u>1,111,595</u>			
United States	1,405,181	1,170,711	MISCELLANEOUS MARKETING ⁴		
			California	209,477	209,477
RICE			Florida	9,599	9,599
Arkansas	450,358	449,130	Michigan	46,758	46,758
California	161,369	161,369	Minnesota	110,656	110,656
Louisiana	12,169	12,143	Mississippi	136,125	136,099
Texas	53,563	53,563	Ohio	13,026	13,026
Other States	<u>29,576</u>	<u>29,510</u>	Other States	825,347	821,673
United States	707,034	705,714	Foreign ³	<u>597,723</u>	<u>597,723</u>
			United States	1,948,714	1,945,014

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
TOTAL FARM PRODUCTS MARKETING			TOTAL FARM PRODUCTS MARKETING (Continued)		
Alabama	512,130	487,559	Foreign ³	<u>638,118</u>	<u>625,299</u>
Arizona	639,557	628,313	United States	61,425,438	56,202,924
Arkansas	1,017,593	1,012,624			
California	7,788,760	7,451,690	<u>FARM SUPPLIES PROVIDED:</u>		
Colorado	479,998	467,522	FARM CHEMICALS		
Florida	1,977,308	1,929,760	Alabama	49,779	24,178
Georgia	723,721	694,835	Arkansas	94,636	51,918
Idaho	729,385	710,232	California	25,481	22,462
Illinois	2,892,483	2,775,311	Colorado	24,384	19,259
Indiana	1,758,092	1,519,433	Connecticut	4,668	4,286
Iowa	3,988,432	3,929,208	Florida	9,306	9,264
Kansas	1,379,655	1,366,836	Georgia	22,980	21,347
Kentucky	528,321	509,111	Hawaii	1,125	1,125
Louisiana	339,548	338,664	Idaho	12,823	12,801
Maine	99,229	96,645	Illinois	269,949	184,912
Massachusetts	625,530	619,735	Indiana	142,975	107,040
Michigan	1,842,777	1,705,836	Iowa	378,475	245,597
Minnesota	5,308,806	4,371,982	Kansas	73,753	54,897
Mississippi	811,059	794,907	Kentucky	31,410	28,279
Missouri	1,309,115	1,277,351	Louisiana	47,489	27,377
Montana	343,806	253,928	Maryland	13,805	12,240
Nebraska	1,935,779	1,890,363	Massachusetts	4,229	3,946
New Jersey	345,014	336,370	Michigan	29,026	19,453
New York	1,327,281	1,187,398	Minnesota	292,211	186,768
North Carolina	621,041	617,305	Mississippi	43,725	31,858
North Dakota	1,875,759	1,574,808	Missouri	72,596	63,480
Ohio	2,201,877	1,856,536	Montana	20,122	14,809
Oklahoma	1,717,411	669,490	Nebraska	139,300	105,011
Oregon	1,103,372	979,167	New Jersey	7,025	6,517
Pennsylvania	1,481,123	1,405,954	New York	37,366	32,442
South Carolina	162,571	161,807	North Dakota	75,731	60,436
South Dakota	1,258,830	1,046,779	Ohio	93,925	64,579
Tennessee	280,683	276,455	Oklahoma	13,362	11,947
Texas	2,119,016	1,861,616	Oregon	24,968	19,612
Utah	391,393	269,823	Pennsylvania	24,634	22,933
Vermont	315,555	308,136	South Dakota	101,132	71,380
Virginia	476,523	472,935	Tennessee	82,285	49,157
Washington	1,914,158	1,760,445	Texas	51,066	46,442
West Virginia	37,572	36,884	Utah	10,185	10,185
Wisconsin	5,130,046	4,937,256	Virginia	29,146	24,369
Wyoming	50,116	49,734	Washington	29,326	19,663
Other States	946,894	936,888			

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
FARM CHEMICALS (Continued)			FEED (Continued)		
West Virginia	6,705	5,731	Washington	38,716	36,870
Wisconsin	135,455	82,675	West Virginia	12,653	11,535
Wyoming	2,621	2,501	Wisconsin	353,734	225,375
Other States	49,635	40,885	Wyoming	5,147	4,539
Foreign ³	<u>8,376</u>	<u>1,517</u>	Other States	332,533	292,230
United States	2,587,186	1,825,278	Foreign ³	<u>57,340</u>	<u>34,415</u>
			United States	5,684,463	4,096,857
FEED			FERTILIZER		
Alabama	195,659	180,882	Alabama	113,059	76,904
Arkansas	110,528	60,706	Arkansas	146,279	76,174
California	142,275	123,128	California	72,684	66,185
Colorado	49,159	38,788	Colorado	66,832	54,787
Connecticut	51,768	45,939	Connecticut	16,320	10,990
Florida	72,936	70,054	Florida	131,749	40,896
Georgia	143,416	138,680	Georgia	76,144	60,399
Hawaii	2,421	2,421	Hawaii	1,048	1,048
Idaho	25,314	12,227	Idaho	24,447	22,686
Illinois	248,807	171,623	Illinois	612,466	337,271
Indiana	162,554	97,625	Indiana	337,210	188,891
Iowa	755,906	500,767	Iowa	713,157	395,981
Kansas	191,205	144,468	Kansas	237,507	191,932
Kentucky	52,318	46,580	Kentucky	112,558	75,880
Louisiana	44,546	29,231	Louisiana	123,191	50,205
Maryland	33,338	29,888	Maryland	26,228	23,839
Massachusetts	31,106	26,248	Massachusetts	7,088	6,317
Michigan	62,470	48,256	Michigan	51,959	36,169
Minnesota	578,166	341,840	Minnesota	533,776	271,672
Mississippi	73,960	73,568	Mississippi	74,172	56,758
Missouri	166,462	128,979	Missouri	209,280	158,828
Montana	36,462	12,592	Montana	36,990	28,560
Nebraska	195,802	129,619	Nebraska	258,262	197,936
New Jersey	41,192	32,448	New Jersey	11,242	9,854
New York	238,450	202,273	New York	110,556	83,845
North Dakota	94,794	42,369	North Dakota	169,101	91,325
Ohio	184,340	140,019	Ohio	203,599	102,675
Oklahoma	69,010	46,949	Oklahoma	96,817	74,212
Oregon	54,651	53,136	Oregon	39,821	30,601
Pennsylvania	143,192	113,753	Pennsylvania	39,974	34,556
South Dakota	188,918	90,040	South Dakota	130,944	95,457
Tennessee	193,188	101,346	Tennessee	229,020	105,623
Texas	88,081	66,106	Texas	190,570	127,348
Utah	57,089	56,290			
Virginia	104,857	93,058			

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
FERTILIZER (Continued)			PETROLEUM (Continued)		
Utah	14,144	13,829	Texas	162,213	116,626
Virginia	64,971	56,849	Utah	15,510	8,967
Washington	34,697	23,442	Virginia	133,316	118,940
West Virginia	6,663	6,107	Washington	170,314	99,311
Wisconsin	285,423	150,343	West Virginia	27,320	25,136
Wyoming	21,831	13,606	Wisconsin	562,428	369,958
Other States	116,159	99,925	Wyoming	47,966	27,120
Foreign ³	<u>188,766</u>	<u>81,517</u>	Other States	188,532	152,018
United States	5,936,705	3,631,420	Foreign ³	<u>98,664</u>	<u>18,786</u>
			United States	8,402,287	5,117,561
PETROLEUM			SEED		
Alabama	5,276	5,102	Alabama	45,397	22,221
Arkansas	82,169	43,977	Arkansas	21,463	12,744
California	6,498	4,999	California	21,067	21,067
Colorado	137,160	100,719	Colorado	1,934	1,934
Connecticut	58,697	42,913	Connecticut	1,906	1,725
Florida	2,654	2,654	Florida	4,292	4,251
Georgia	376	376	Georgia	11,473	11,308
Hawaii	224	224	Hawaii	356	356
Idaho	83,412	54,535	Idaho	7,423	6,910
Illinois	552,246	300,121	Illinois	53,290	33,855
Indiana	373,410	268,587	Indiana	20,192	14,227
Iowa	884,458	480,422	Iowa	57,396	37,012
Kansas	956,465	307,073	Kansas	8,877	8,877
Kentucky	88,125	74,063	Kentucky	14,747	13,490
Louisiana	19,594	12,136	Louisiana	14,074	8,350
Maryland	85,462	77,135	Maryland	9,605	8,640
Massachusetts	58,821	39,911	Massachusetts	3,743	3,592
Michigan	68,913	54,202	Michigan	9,168	8,352
Minnesota	609,293	381,096	Minnesota	39,129	30,419
Mississippi	32,685	24,588	Mississippi	15,623	12,061
Missouri	508,325	349,486	Missouri	21,289	19,035
Montana	168,754	78,277	Montana	5,515	3,038
Nebraska	402,516	270,958	Nebraska	12,451	9,944
New Jersey	77,441	59,991	New Jersey	6,197	5,925
New York	305,426	232,041	New York	26,463	25,466
North Dakota	356,331	219,764	North Dakota	23,850	17,722
Ohio	149,736	100,544	Ohio	32,283	23,574
Oklahoma	267,919	110,913	Oklahoma	5,125	5,125
Oregon	93,583	66,887	Oregon	13,126	12,630
Pennsylvania	257,692	198,967	Pennsylvania	19,850	18,974
South Dakota	209,504	168,600			
Tennessee	92,857	49,436			

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
SEED (Continued)			MISCELLANEOUS SUPPLIES (Continued)		
South Dakota	10,360	8,378	Pennsylvania	150,546	138,710
Tennessee	44,935	27,547	South Dakota	63,923	49,743
Texas	15,056	15,056	Tennessee	108,487	66,941
Utah	4,361	4,361	Texas	68,483	58,518
Virginia	19,162	17,598	Utah	35,427	35,378
Washington	11,223	10,232	Virginia	145,109	104,778
West Virginia	3,492	3,171	Washington	80,686	57,167
Wisconsin	36,475	22,587	West Virginia	25,265	22,642
Wyoming	1,409	902	Wisconsin	193,386	165,923
Other States	41,399	39,268	Wyoming	9,076	8,470
Foreign ³	<u>247</u>	<u>247</u>	Other States	188,436	160,553
United States	715,424	552,171	Foreign ³	<u>12,390</u>	<u>6,294</u>
			United States	3,490,032	2,692,749
MISCELLANEOUS SUPPLIES ⁵			TOTAL FARM SUPPLIES		
Alabama	81,728	75,058	Alabama	490,897	384,347
Arkansas	78,411	47,173	Arkansas	533,486	292,691
California	110,915	68,223	California	378,921	306,063
Colorado	38,352	31,591	Colorado	317,821	247,078
Connecticut	27,292	24,912	Connecticut	160,652	130,765
Florida	176,864	114,880	Florida	397,803	241,999
Georgia	52,446	52,259	Georgia	306,835	284,369
Hawaii	1,661	1,661	Hawaii	6,834	6,834
Idaho	25,196	21,417	Idaho	178,615	130,575
Illinois	101,386	63,719	Illinois	1,838,145	1,091,502
Indiana	84,362	45,503	Indiana	1,120,702	721,873
Iowa	155,100	110,121	Iowa	2,944,492	1,769,900
Kansas	109,301	84,123	Kansas	1,577,108	791,370
Kentucky	75,993	67,544	Kentucky	375,151	305,836
Louisiana	26,757	16,272	Louisiana	275,651	143,570
Maryland	37,305	32,789	Maryland	205,744	184,531
Massachusetts	29,822	27,869	Massachusetts	134,808	107,882
Michigan	71,156	60,960	Michigan	292,692	227,392
Minnesota	243,918	167,652	Minnesota	2,296,492	1,379,447
Mississippi	35,450	32,875	Mississippi	275,615	231,708
Missouri	119,767	76,566	Missouri	1,097,719	796,374
Montana	35,309	30,720	Montana	303,152	167,996
Nebraska	100,333	82,485	Nebraska	1,108,664	795,953
New Jersey	48,567	44,893	New Jersey	191,663	159,627
New York	243,817	203,327	New York	962,076	779,394
North Dakota	78,716	66,927	North Dakota	798,523	498,543
Ohio	79,152	58,564	Ohio	743,035	489,954
Oklahoma	59,606	31,544			
Oregon	80,136	76,004			

(Continued)

Table 9—Cooperative business volume ¹ by commodity and State, 1991 ² (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
TOTAL FARM SUPPLIES (Continued)			<u>TOTAL:</u>		
Oklahoma	511,840	280,689	Alabama	1,012,834	881,714
Oregon	306,285	258,870	Arizona	719,904	695,351
Pennsylvania	635,888	527,892	Arkansas	1,595,137	1,349,373
South Dakota	704,781	483,597	California	8,424,297	8,014,370
Tennessee	750,773	400,050	Colorado	816,181	732,963
Texas	575,469	430,096	Connecticut	208,968	176,688
Utah	136,715	129,010	Delaware	109,508	100,462
Virginia	496,561	415,591	Florida	2,443,925	2,240,575
Washington	364,962	246,685	Georgia	1,058,943	1,007,592
West Virginia	82,099	74,321	Idaho	917,731	850,538
Wisconsin	1,566,902	1,016,862	Illinois	4,886,658	4,022,843
Wyoming	88,050	57,139	Indiana	2,928,230	2,290,742
Other States	916,692	784,882	Iowa	7,082,663	5,848,846
Foreign ³	<u>365,784</u>	<u>142,777</u>	Kansas	3,063,380	2,264,822
United States	26,816,097	17,916,038	Kentucky	911,104	822,578
			Louisiana	633,487	500,523
<u>SERVICES PROVIDED:</u> ⁶			Maine	271,777	247,941
Alabama	9,808	9,808	Maryland	468,065	442,184
Arizona	14,969	14,969	Massachusetts	766,454	733,733
Arkansas	44,058	44,058	Michigan	2,181,600	1,979,358
California	256,617	256,617	Minnesota	7,769,037	5,915,168
Hawaii	13,438	13,438	Mississippi	1,275,657	1,215,599
Illinois	156,031	156,031	Missouri	2,503,913	2,170,804
Kentucky	7,632	7,632	Montana	652,648	427,613
Louisiana	18,288	18,288	Nebraska	3,150,999	2,792,872
Michigan	46,130	46,130	New Jersey	541,953	501,273
Minnesota	163,740	163,740	New Mexico	72,366	70,155
Mississippi	188,983	188,983	New York	2,402,556	2,079,991
Nebraska	106,556	106,556	North Carolina	849,093	810,503
New Mexico	4,423	4,423	North Dakota	2,705,421	2,104,490
New York	113,199	113,199	Ohio	3,028,982	2,430,561
North Carolina	12,573	12,573	Oklahoma	2,278,735	999,663
North Dakota	31,138	31,138	Oregon	1,446,845	1,275,225
Ohio	84,071	84,071	Pennsylvania	2,154,065	1,970,900
Oklahoma	49,483	49,483	South Carolina	300,743	293,210
Pennsylvania	37,054	37,054	South Dakota	1,995,696	1,562,460
Texas	304,501	304,501	Tennessee	1,046,216	691,265
Washington	110,284	110,284	Texas	2,998,986	2,596,213
Wisconsin	57,618	57,618	Utah	552,263	422,988
Other States	<u>686,711</u>	<u>686,711</u>	Vermont	472,042	439,559
United States	2,517,306	2,517,306	Virginia	996,692	912,133

(Continued)

**Table 9—Cooperative business volume¹
by commodity and State, 1991² (Continued)**

State	Business volume	
	Gross	Net
	<i>1,000 dollars</i>	
TOTAL (Continued)		
Washington	2,389,404	2,117,414
West Virginia	120,028	111,563
Wisconsin	6,754,565	6,011,736
Wyoming	139,286	107,993
Other States	655,901	633,647
Foreign ³	<u>1,003,902</u>	<u>768,076</u>
United States	90,758,841	76,636,268

¹ Data covering operations of cooperatives whose business years ended during the 1991 calendar year. Includes independent local cooperatives, federations, centralized regional cooperatives, and cooperatives with mixed organizational structures. The volume of products marketed is allocated to the State in which they originate and the volume of farm supplies is allocated to the State in which they are sold; service volume is allocated to the State of origin when services relate to farm products marketed or to the State of destination when related to farm supplies sold.

² Gross business volume includes sales between cooperatives. Net business volume excludes sales between cooperatives. States listed are those where more than two cooperatives handle the commodity or farm supply or where disclosure is not a problem. Totals may not add due to rounding.

³ Includes value of farm products imported, farm supplies exported, services related to imported farm products or exported farm supplies, sales to domestic military installations, or sales of farm products not received directly from member-patrons.

⁴ Includes forest products, hay, hops, nursery stock, fish, coffee, seed marketed for growers, and other farm products not separately classified. Also includes manufactured food products and resale items marketed by cooperatives.

⁵ Includes building supplies, containers and packaging supplies, farm machinery and equipment, animal health products, automotive supplies, food, hardware, chicks, and other supplies not separately classified.

⁶ Income from services related to marketing and purchasing activities but not included in the volumes reported for these activities.

Net Income

Total net income, taking losses into account, for all cooperatives in 1991 was \$1.57 billion, including intercooperative dividends and refunds (figure 8). No net income is included for those cooperatives operating strictly on a pooling basis. Table 10 shows net income was up 9.1 percent from the 1990 total of \$1.44 billion. Net income or patronage refunds from other cooperatives of \$381 million was up 15.4 percent from \$330 million.

Marketing cooperatives' net income of \$810.3 million was down 0.7 percent from the \$816 million generated in 1990 (table 11). Cooperatives primarily handling grains and oilseeds, milk and milk products, and fruits and vegetables accounted for the largest percent of marketing cooperatives' net income (76.1 percent). Grain cooperatives accounted for 39.2 percent, dairy 23.5 percent, and fruit and vegetable cooperatives 13.4 percent.

Farm supply cooperatives, for the fourth year in a row, experienced the greatest change in net income, registering a \$639-million net compared with \$525.6 million in 1990. Income from farm supply cooperatives' operations totaled \$442.9 million compared with \$373.7 million in 1990. Income from other cooperatives of \$196.2 million also was up from \$151.9 million.

**Table 10—Net income of farmer cooperatives,
1982-91¹**

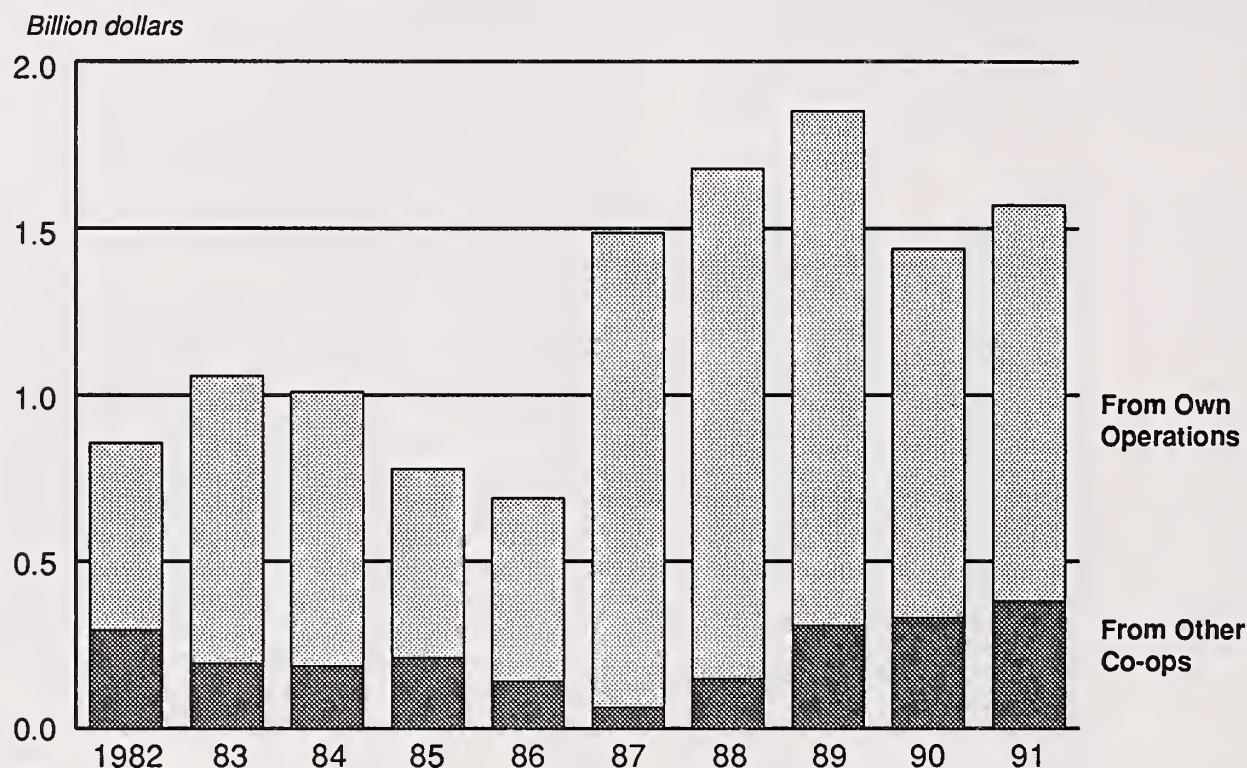
Year	From other cooperatives ²	From own operations	Total
	<i>Million dollars</i>		
1982	294	560	854
1983	193	863	1,055
1984	185	824	1,009
1985	210	566	775
1986	140	548	688
1987	63	1,423	1,486
1988	148	1,532	1,680
1989	308	1,543	1,851
1990 ³	330	1,110	1,440
1991	381	1,189	1,570

¹ Totals may not add due to rounding. Does not include income from cooperative pooling operations.

² Dividends and patronage refunds received from other marketing, farm supply, and related service cooperatives.

³ Revised.

Figure 8 – Net Income of Farmer Cooperatives, 1982-91



Excludes cooperatives operating on a strictly pooling basis.

Farmer cooperatives' net income from operations in 1991 totaled \$1,189 million—up 7.1 percent from \$1,110 million. Nearly 24.3 percent, or \$381 million, of total net income was generated from other cooperatives. Marketing cooperatives' net income from other cooperatives increased from 19.9 to 20.9 percent of the total. Grain cooperatives' net income from other cooperatives amounted to \$118.8 million compared with \$101.5 million in 1990.

Income before losses equaled \$1,685.6 million. Losses from an estimated 781 cooperatives totaled \$115.7 million compared with \$120.8 million in 1990, \$82.4 million in 1989, and nearly \$164.7 million in 1988. Losses for 1988 would have been less had it not been for the one-time loss writeoff from the sale of a refinery by two regional cooperatives.

Balance Sheet

Combined assets for all farmer cooperatives totaled \$31.3 billion in 1991, up 4.1 percent from \$30 billion for 1990 (table 12 and figure 9). Assets of cooperatives, excluding intercooperative investments, totaled \$28.8 billion compared with \$27.2 billion, up 5.9 percent (table 13).

Total liabilities were \$17.2 billion, up 3.9 percent from the \$16.6 billion reported in 1990. Net worth, or member and patron equity, was \$14 billion, up 4.4 percent from \$13.4 billion in 1990. The proportion of total assets financed by equity increased from 44.8 to 44.9 percent.

Of the \$31.3 billion in total assets, marketing cooperatives accounted for nearly \$19.6 billion, up

Table 11—Farmer cooperatives' net income, 1991 ¹

Principal products marketed and major function	Co-ops ²	Total net income	Income from own operations	Income from other cooperatives ³
	<i>Number</i>	<i>Million dollars</i>		
Products marketed:				
Cotton	19	69.5	67.3	2.1
Dairy	264	190.3	151.2	39.1
Fruits & vegetables	299	108.7	100.4	8.4
Grains and oilseeds excluding cottonseed	1,287	317.7	198.9	118.8
Livestock and poultry	207	69.3	68.8	0.5
Rice ⁴	42	17.4	17.3	0.1
Sugar	48	20.2	20.0	0.3
Other products ⁵	<u>218</u>	<u>17.2</u>	<u>17.1</u>	<u>0.1</u>
Total farm products	2,384	810.3	641.0	169.3
Total farm supplies	1,689	639.0	442.9	196.2
Total selected services	421	120.5	105.3	15.3
Combined total	4,494	1,569.9	1,189.2	380.8

¹ Number of cooperatives includes cooperatives operating on a pooling rather than net margin basis.

Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and classified in most cases according to predominant commodity or function indicated by business volume.

³ Excludes dividends and patronage refunds from CoBank and Banks for Cooperatives.

⁴ Income for rice cooperatives was up significantly in 1991 due to one cooperative's sale of assets that was included as extraordinary income.

⁵ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Table 12—Combined balance sheet data for farmer cooperatives, 1991 ¹

Principal products marketed and major function	Co-ops ²	Total assets	Total liabilities	Net worth
	<i>Number</i>	<i>Million dollars</i>		
Products marketed:				
Cotton	19	646.0	389.7	256.3
Dairy	264	4,376.3	2,675.7	1,700.5
Fruits & vegetables	299	4,496.4	3,000.4	1,496.0
Grains and oilseeds excluding cottonseed	1,287	7,029.4	3,369.3	3,660.1
Livestock and poultry	207	1,077.8	595.1	482.7
Rice	42	258.1	147.1	111.0
Sugar	48	895.2	517.3	377.8
Other products ³	<u>218</u>	<u>790.4</u>	<u>518.4</u>	<u>272.0</u>
Total farm products	2,384	19,569.6	11,213.1	8,356.4
Total farm supplies	1,689	11,057.9	5,823.1	5,234.8
Total selected services	421	640.1	191.0	449.1
Combined total	4,494	31,267.6	17,227.3	14,040.3

¹ Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and classified in most cases according to predominant commodity or function indicated by business volume.

³ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Figure 9 – Assets of Farmer Cooperatives, 1982-91

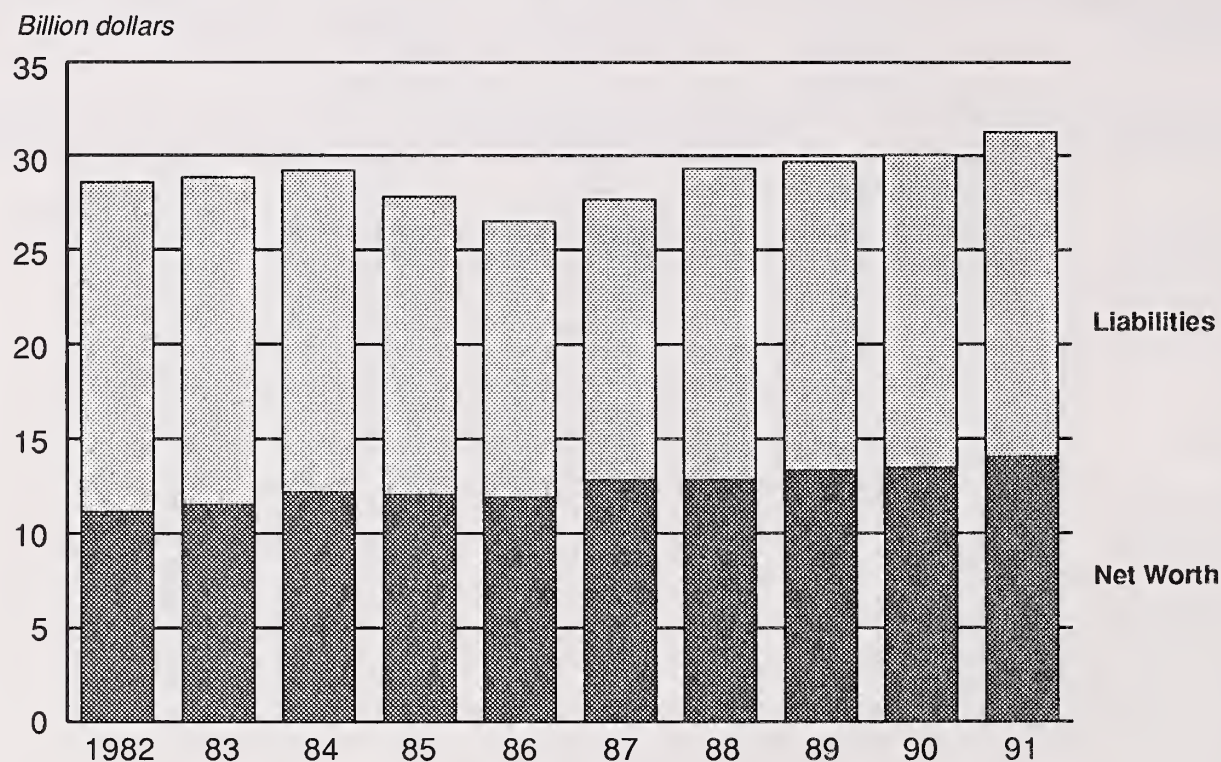


Table 13—Combined assets of farmer cooperatives, 1991 ¹

Principal products marketed and major function	Co-ops	Assets of own operations	Investments in other co-ops	Total assets	Investments in other co-ops as percent of total
	<i>Number</i>	<i>Million dollars</i>	<i>Million dollars</i>		<i>Percent</i>
Products marketed:					
Cotton	19	640.5	5.4	646.0	0.8
Dairy	264	4,154.5	221.8	4,376.3	5.1
Fruits & vegetables	299	4,424.7	71.6	4,496.4	1.6
Grains and oilseeds excluding cottonseed	1,287	6,247.0	782.4	7,029.4	11.1
Livestock and poultry	207	1,048.4	29.4	1,077.8	2.7
Rice	42	256.7	1.3	258.1	0.5
Sugar	48	890.3	4.8	895.2	0.5
Other products ³	218	788.2	2.2	790.4	0.3
Total farm products	2,384	18,450.4	1,119.1	19,569.5	5.7
Total farm supplies	1,689	9,744.1	1,313.8	11,057.9	11.9
Total selected services	421	571.7	68.5	640.1	10.7
Combined total	4,494	28,766.2	2,501.3	31,267.6	8.0

¹ Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and are classified in most cases according to predominant commodity or function indicated by business volume.

³ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

3.4 percent from \$18.9 billion for 1990. Cooperatives whose principal products were grains and oilseeds excluding cottonseed had total assets of \$7 billion in 1991 and \$6.7 billion in 1990, a 4.6-percent increase. Among the marketing cooperatives, grain cooperatives also maintained the largest proportion of investments in other cooperatives in both 1991 (11.1 percent) and 1990 (12 percent).

Assets of marketing cooperatives, excluding investments in other cooperatives, were nearly \$18.5 billion, up 6.2 percent from the \$17.4 billion reported in 1990.

Farm supply cooperatives had total assets of nearly \$11.1 billion compared with \$10.5 billion in 1990. Excluding intercooperative investments, assets amounted to \$9.7 billion in 1991, up 5.2 percent from 1990.

Net worth or member and patron equity for all marketing cooperatives totaled \$8.4 billion, up 3.4 percent from 1990. Marketing cooperatives accounted for 59.5 percent of farmer cooperatives' combined net worth. Farm supply cooperatives accounted for 37.3 percent. The highest percent of total assets represented by net worth for all marketing cooperatives (52.1 percent) was for cooperatives primarily marketing grains and oilseeds excluding cottonseed. The lowest, 33.2 percent, was for cooperatives primarily marketing fruits and vegetables. Cooperatives classified as farm marketing and farm supply had 42.7 and 47.3 percent, respectively.

Combined balance sheet data for all farmer cooperatives is shown in table 14.

Selected Ratios

Financial ratios are often used to measure cooperative performance. Table 15 lists selected ratios for cooperatives reporting to ACS. For the larger group of cooperatives—dairy, fruit and vegetable, grain, and farm supply—ratios are also shown for those cooperatives falling within selected asset categories.

These ratios will allow cooperative leaders to compare to some extent how their operations compared with others of the same type (and size in some cases).

The small fruit and vegetable cooperatives had a high return on assets due to a few small cooperatives that generated income with minimal assets.

In general, the return on assets (net income/assets) decreased slightly as size of cooperatives increased. Particularly with fruit and vegetable cooperatives. The net worth to asset ratio was highest among the smaller farm supply cooperatives. However, in general, as cooperatives become larger, less and less of their assets are financed by members.

The return on sales (net income/total sales) ranged from an average of 0.4 percent for livestock cooperatives to an average of 17.9 percent for cotton ginning cooperatives. However, the average for most co-ops ranged somewhere between 1 and 4 percent.

Sales per full-time employee ranged from \$102,000 for cooperatives marketing other or miscellaneous farm products to \$3,747,000 for tobacco cooperatives.

Sales per full-time employee varied as size of

Table 14—Combined balance sheet data of farmer cooperatives, 1982-91

Year	Total liabilities	Net worth	Total assets	Investments in other co-ops	Assets from own operations
<i>Million dollars</i>					
1982	17,394	11,159	28,553	2,751	25,802
1983	17,275	11,535	28,810	2,946	25,864
1984	17,001	12,181	29,182	2,981	26,201
1985	15,726	12,053	27,779	3,270	24,509
1986	14,601	11,895	26,496	2,857	23,639
1987	14,819	12,824	27,643	2,820	24,823
1988	16,461	12,825	29,286	2,762	26,524
1989	16,337	13,313	29,649	2,571	27,078
1990	16,575	13,449	30,024	2,869	27,155
1991	17,227	14,040	31,268	2,501	28,766

Table 15—Selected ratios for cooperatives, 1991 ¹

Type of co-op and range of assets	Net income/ assets ²	Net worth/ assets ³	Net income/ total sales ⁴	Sales per full-time employee ⁵
	Percent			\$1,000
Beans and peas (dry edible)	13.7	64.8	3.6	489
Cotton	11.4	46.6	3.6	611
Dairy	6.1	42.3	1.5	541
Less than \$0.5 mil.	6.4	63.5	.9	631
\$0.5 - \$.99 mil.	4.5	57.0	.7	854
\$1.0 - \$2.49 mil.	7.1	50.5	1.1	1,031
\$2.5 - \$24.99 mil.	8.6	46.0	1.7	674
\$25.0 - \$99.99 mil.	5.0	41.3	1.2	766
\$100.0 - \$499.99 mil.	5.3	46.4	1.2	459
More than \$500.00 mil.	7.1	36.4	2.4	459
Fruits and vegetables	3.2	30.7	2.1	238
Less than \$0.5 mil. ⁶	35.1	54.3	3.6	878
\$0.5 - \$.99 mil.	7.3	67.3	1.1	954
\$1.0 - \$2.49 mil.	7.0	48.6	2.3	373
\$2.5 - \$24.99 mil.	6.6	40.0	2.1	504
\$25.0 - \$99.99 mil.	3.2	23.8	1.9	364
\$100.0 - \$499.99 mil.	1.9	28.4	2.1	129
Grains and oilseeds ⁷	5.4	51.1	1.6	865
Less than \$0.5 mil.	6.1	74.1	1.5	905
\$0.5 - \$.99 mil.	5.9	68.4	1.5	938
\$1.0 - \$2.49 mil.	5.8	66.5	1.7	849
\$2.5 - \$24.99 mil.	5.1	53.2	1.8	756
\$25.0 - \$99.99 mil.	5.0	40.3	2.1	876
\$100.0 - \$499.99 mil.	6.2	45.0	1.3	1,046
Livestock	4.8	40.5	.4	2,074
Nuts	11.9	13.0	2.6	2,155
Poultry	7.8	47.3	3.0	205
Rice	1.0	69.6	1.5	279
Sugar	7.7	66.3	4.0	208
Tobacco	1.4	33.6	1.0	3,747
Wool and mohair	8.4	37.6	2.9	239
Other products	12.9	55.5	4.4	102
Farm supplies	6.1	45.9	2.9	437
Less than \$0.5 mil.	7.3	78.1	2.1	309
\$0.5 - \$.99 mil.	8.2	72.9	3.4	261
\$1.0 - \$2.49 mil.	7.3	72.0	3.3	291
\$2.5 - \$24.99 mil.	6.7	59.7	3.0	330
\$25.0 - \$99.99 mil.	7.4	45.0	3.1	523
\$100.0 - \$499.99 mil.	8.7	48.3	4.0	537
More than \$500.00 mil.	4.6	34.5	2.3	534
Service	16.6	67.0	6.1	359
Cotton gins	25.4	69.4	17.9	292

¹ Includes only those cooperatives reporting the data needed to calculate an average. Does not include bargaining or strictly pooling cooperatives. Insufficient financial information was collected to calculate more detailed financial ratios.

² This includes net income before any income taxes are deducted.

³ Net worth or member equity is the value of the assets owned by members.

⁴ Total sales includes service receipts and other income and patronage refunds received from other co-ops and CoBank and Banks for Cooperatives.

⁵ Sales excludes service receipts and other income and patronage refunds received from other co-ops and CoBank and Banks for Cooperatives.

⁶ Some of the smaller cooperatives generated income with minimal assets.

⁷ Excludes cottonseed.

grain cooperatives increased. Smaller farm supply cooperatives, however, were more labor intensive than the larger ones. Sales per full-time employee of grain cooperatives was nearly double the average sales per full-time employee of farm supply cooperatives.

OTHER SERVICE COOPERATIVES

Other types of service cooperatives were operating in 1991 besides those directly related to marketing and purchasing.

Farm Credit System

The Farm Credit System includes Federal Land Bank Associations (FLBAs), Production Credit Associations (PCAs), Agricultural Credit Associations (ACAs), Federal Land Credit Associations (FLCAs), Farm Credit Banks, and Banks for Cooperatives. In 1991, the combined assets of the Farm Credit System totaled \$62.5 billion—down 1.6 percent from \$63.5 billion in 1990 (table 16). Net worth totaled \$6.4 billion and net income was \$810.9 million in 1991.

Numbers of selected farm credit cooperatives are shown by farm credit district in table 17. A map showing States in each district appears as figure 10.

Federal Land Bank Associations

Federal Land Bank Associations (FLBAs) dropped from 140 to 85 in 1991 (table 17) due to a reorganization of the Farm Credit Banks. In 1991, the Texas district had the largest number of FLBAs.

Production Credit Associations

Production credit association (PCA) numbers also declined from 102 to 72. The Wichita district had 18, the largest number. In several districts, PCAs merged with FLBAs to form Agricultural Credit Associations.

Agricultural Credit Associations

Seventy Agricultural Credit Associations (ACAs) were operating in 1991. They were formed under Section 411 of the Agricultural Credit Act of 1987. The Columbia and Baltimore districts had 19 and 16, respectively.

Federal Land Credit Associations

Of the 23 Federal Land Credit Associations (FLCAs) operating in 1991, 10 were located in the St. Louis district. The FLCAs have direct lending authority to make long-term loans.

Farm Credit Banks

Combined assets of the 12 Farm Credit Banks totaled \$45.3 billion in 1991, down from nearly \$47.2 billion in 1990 (table 18). Net worth was \$3.9 billion, and net loans totaled \$37.9 billion. Net income was nearly \$0.4 billion in 1991, up \$0.12 billion in 1990.

Banks for Cooperatives

Assets of the Banks for Cooperatives totaled \$14.5 billion on Dec. 31, 1991 (table 19). This includes the assets of CoBank, which resulted from a merger of

Table 16—Farm Credit System combined assets, net worth, and net income, 1986-91 ¹

Year	Assets	Net worth	Net income (loss)
<i>Million dollars</i>			
1986	70,100.6	5,641.0	(1,912.8)
1987	62,238.5	5,030.1	(17.5)
1988	61,616.2	5,300.7	704.4
1989	63,953.9	5,440.5	695.0
1990	63,515.0	5,840.2	608.3
1991	62,503.6	6,399.2	810.9

¹ As of December 31 of each year. Data for 1986, 1987, and 1988 were taken from *Farm Credit Administration Annual Report, 1989*, Farm Credit Administration, McLean, VA. Data for 1989 and 1990 were taken from *Farm Credit System, Annual Information Statement, 1990*, Federal Farm Credit Banks Funding Corporation, Jersey City, NJ, Feb. 27, 1991. Data for 1991 were taken from *Farm Credit System, Annual Information Statement, 1991*, Federal Farm Credit Banks Funding Corporation, Jersey City, NJ, Feb. 25, 1992.

Figure 10 – Cooperative Farm Credit Districts, 1991

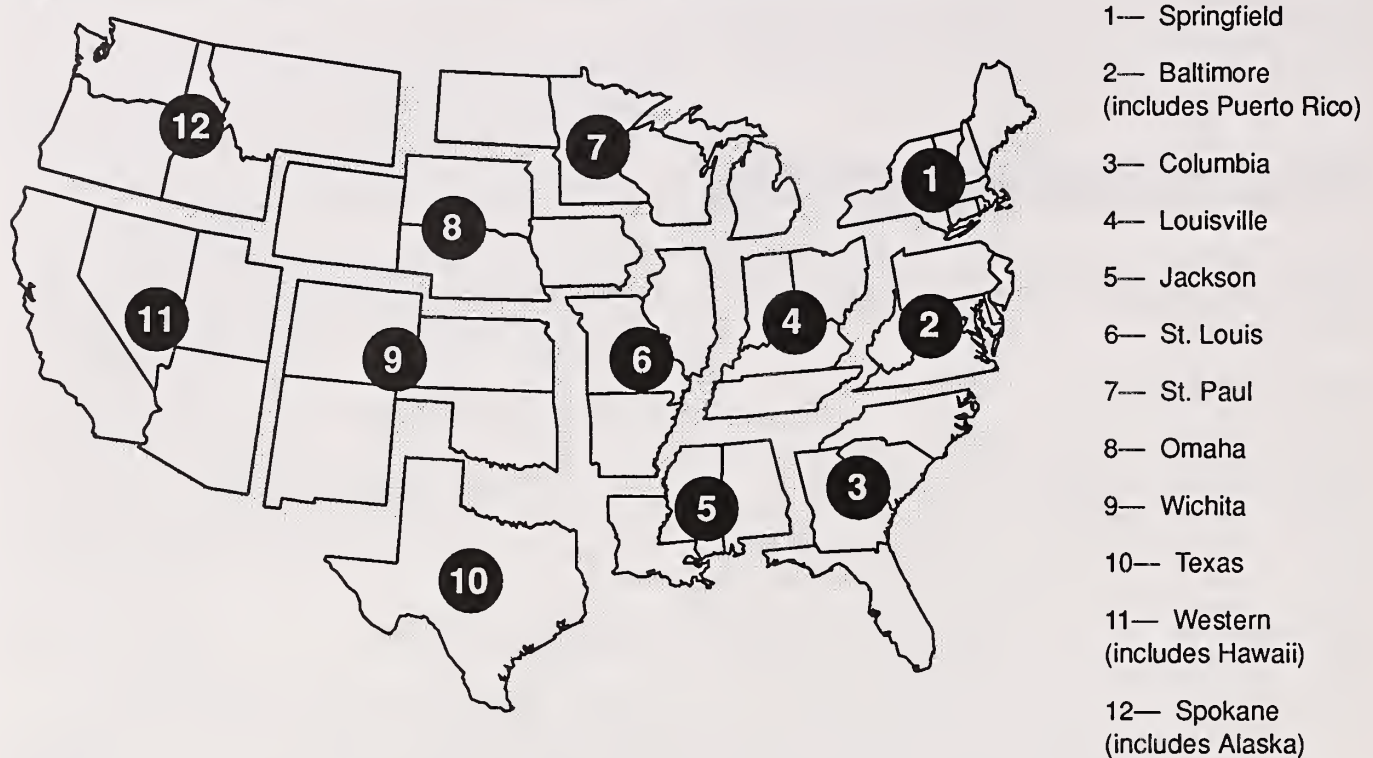


Table 17—Number and structure of selected farm credit cooperatives, 1991 ¹

District	Federal Land Bank Associations (FLBAs)	Production Credit Associations (PCAs)	Agricultural Credit Associations (ACAs)	Federal Land Credit Associations (FLCAs)
<i>Number</i>				
Springfield	-	-	13	-
Baltimore	-	-	16	-
Columbia	-	-	19	-
Louisville	-	-	5	-
Jackson	-	2	-	-
St. Louis	-	12	-	10
St. Paul	6	9	12	5
Omaha	1	1	-	-
Wichita	22	18	-	-
Texas	50	17	-	-
Western	6	13	4	8
Spokane	-	-	1	-
Total	85	72	70	23

- None located in the district.

¹ The Farm Credit System Structure also includes three Banks for Cooperatives—National Bank for Cooperatives (CoBank), the Springfield (MA) Bank for Cooperatives, and the St. Paul (MN) Bank for Cooperatives—and 12 Farm Credit Banks not included in this table.

Source: *Analysis and Summary of Condition and Performance of the Farm Credit Banks and Associations, 1991*, Farm Credit Administration, McLean, VA, p. 14.

Table 18—Farm Credit Banks combined assets, net worth, net loans, and net income, 1986-91 ¹

Year	Assets	Net worth	Net loans	Net income (loss)
<i>Million dollars</i>				
1986	59,888.9	3,806.5	49,310.5	(1,405.4)
1987	50,432.1	3,368.9	42,629.6	(127.9)
1988	47,843.7	3,975.7	40,956.1	749.5
1989	48,515.9	3,706.7	39,476.7	516.1
1990 ²	47,231.3	4,203.3	38,922.1	264.3
1991	45,269.2	3,883.0	37,882.2	383.5

¹ As of December 31 of each year. The Farm Credit Banks resulted from the mergers of the Federal Land Banks and Federal Intermediate Credit Banks on July 6, 1988.

² Revised.

Source: Farm Credit Administration, McLean, VA.

Table 19—Banks for Cooperatives combined assets, net worth, net loans, and net income, 1986-90 ¹

Year	Assets	Net worth	Net loans	Net income
<i>Million dollars</i>				
1986	9,811.0	1,074.4	7,401.8	0.5
1987	11,138.0	1,034.9	8,245.5	79.8
1988	13,174.9	1,008.3	10,067.3	85.8
1989	13,945.8	946.1	10,548.1	106.3
1990 ²	14,459.6	933.3	11,150.2	71.8
1991	14,484.3	984.8	11,474.0	119.9

¹ As of December 31 of each year.

² Revised.

Source: Farm Credit Administration, McLean, VA.

the Central Bank for Cooperatives and 10 of 12 district Banks for Cooperatives. The merger was effective Jan. 1, 1989. The combined net worth of \$985 million financed 6.8 percent of the banks' combined assets. The combined net loans of the Banks for Cooperatives totaled \$11.5 billion, up 2.9 percent from 11.2 billion in 1990. Net income in 1991 totaled \$119.9 million, up from \$71.8 million in 1990.

Rural Telephone Cooperatives

Rural telephone cooperatives borrowing from the Rural Electrification Administration (REA) totaled 241, with revenues of \$885 million and 1,217,000 subscriber members.

Iowa had the largest number of cooperatives (12.9 percent of the total), while South Carolina accounted for more subscriber memberships (10.2 percent) than any other State (table 20). Texas led all States in revenue with 13.6 percent.

Rural Electric Cooperatives

Rural electric cooperatives, totaling 896, reported 11.1 million consumer members and revenue of \$22.8 billion.

Texas led all States, with 7.9 percent of total associations, while Georgia led with the most consumer members (9.7 percent) and revenue (10.3 percent).

Rural Credit Unions

Rural credit unions, numbering 751, reported 3.4 million members and savings of nearly \$10.6 billion.

Wisconsin led all States in number of associations (10 percent) while California led in number of members, with 25.3 percent and in savings with 29.6 percent.

Dairy Herd Improvement Associations

Dairy Herd Improvement Associations had 31,302 memberships. They tested nearly 3.1 million cows.

New York (2,017), Pennsylvania (3,023), Minnesota (4,397), and Wisconsin (6,050) combined accounted for 49.5 percent of total members. About 660,000, or 21.2 percent, of the cows tested were in California.

Table 20—Number, participation, and level of activity of selected service cooperatives by State ¹

Rural telephone cooperatives ²				Rural electric cooperatives ²			
State	Cooperatives	Members (subscribers)	Revenue	State	Cooperatives	Members (consumers)	Revenue
	<i>Number</i>	<i>1,000</i>	<i>Mil. dol.</i>		<i>Number</i>	<i>1,000</i>	<i>Mil. dol.</i>
Alabama	3	22	12	Alabama	22	367	588
Alaska	7	42	50	Alaska	12	93	211
Arizona	1	3	6	Arizona	7	101	294
Arkansas	2	7	5	Arkansas	20	330	796
California	-	-	-	California	3	13	16
Colorado	5	7	7	Colorado	24	311	659
Delaware	-	-	-	Delaware	1	46	44
Florida	-	-	-	Florida	15	510	1,055
Georgia	4	25	14	Georgia	43	1,072	2,338
Idaho	3	9	5	Idaho	9	46	59
Illinois	7	22	14	Illinois	26	193	510
Indiana	8	28	17	Indiana	42	351	675
Iowa	31	54	33	Iowa	48	177	396
Kansas	11	55	46	Kansas	36	176	415
Kentucky	8	82	43	Kentucky	28	534	1,379
Louisiana	-	-	-	Louisiana	13	283	756
Maine	-	-	-	Maine	4	15	12
Maryland	-	-	-	Maryland	2	128	185
Michigan	-	-	-	Michigan	14	214	230
Minnesota	19	67	42	Minnesota	50	515	903
Mississippi	-	-	-	Mississippi	22	472	853
Missouri	8	44	30	Missouri	46	467	1,186
Montana	8	36	41	Montana	25	99	143
Nebraska	5	9	6	Nebraska	3	8	108
Nevada	-	-	-	Nevada	3	18	39
New Hampshire	-	-	-	New Hampshire	1	64	71
New Jersey	-	-	-	New Jersey	1	10	12
New Mexico	5	16	33	New Mexico	17	144	322
New York	-	-	-	New York	4	14	11
North Carolina	9	110	51	North Carolina	29	609	1,377
North Dakota	10	52	42	North Dakota	26	103	816
Ohio	7	7	4	Ohio	28	272	492
Oklahoma	2	39	39	Oklahoma	26	330	569
Oregon	9	37	26	Oregon	14	106	143
Pennsylvania	-	-	-	Pennsylvania	13	177	319
South Carolina	6	124	70	South Carolina	22	445	920
South Dakota	13	44	32	South Dakota	33	110	197
Tennessee	7	105	52	Tennessee	20	632	778
Texas	21	107	120	Texas	71	854	1,439
Utah	3	8	9	Utah	5	23	189
Vermont	-	-	-	Vermont	3	21	32
Virginia	5	16	9	Virginia	14	316	712
Washington	-	-	-	Washington	8	35	51
West Virginia	2	3	4	West Virginia	1	5	4
Wisconsin	11	36	22	Wisconsin	29	184	333
Wyoming	1	1	1	Wyoming	13	68	147
United States	241	1,217	888	United States	896	11,062	22,784

- None reported in the State.

¹ For year ended December 31, 1991. Totals may not add due to rounding.² Source: Rural Electrification Administration, USDA.³ Source: Credit Union National Association, Inc. (Includes federally chartered and State-chartered credit unions.)⁴ Source: Agricultural Research Service, USDA.

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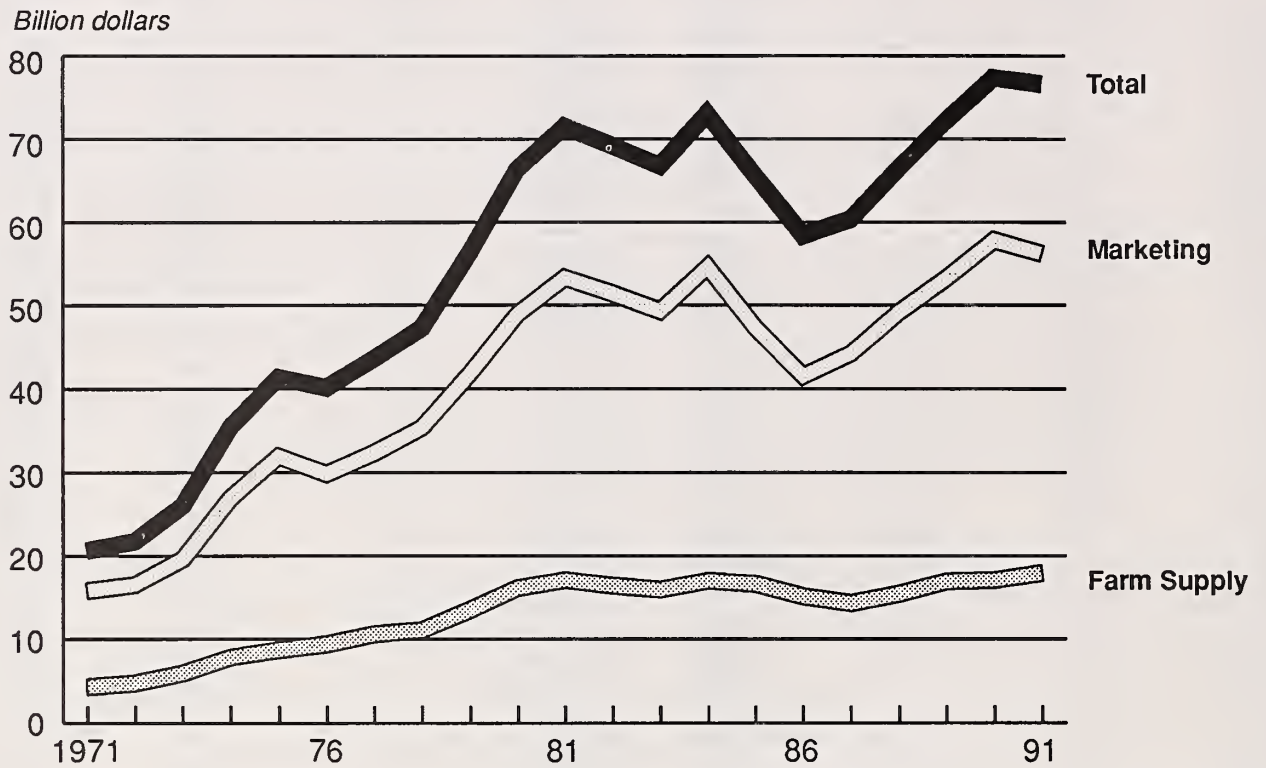
Table 20—Number, participation, and level of activity of selected service cooperatives by State ¹ (continued)

Rural credit unions ³				Dairy herd improvement ⁴		
State	Cooperatives	Members	Savings	State	Members (herds)	Cows tested
	<i>Number</i>	<i>1,000</i>	<i>Mil. dol.</i>		<i>Number</i>	<i>1,000</i>
Alabama	12	20	52	Alabama	124	18
Alaska	1	19	51	Alaska	-	-
Arizona	5	13	23	Arizona	59	47
Arkansas	3	4	9	Arkansas	155	12
California	71	862	3,133	California	1,196	660
Colorado	14	16	45	Colorado	110	24
Connecticut	1	1	1	Connecticut	134	14
Delaware	1	2	9	Delaware	36	5
Florida	18	81	245	Florida	53	19
Georgia	17	30	60	Georgia	233	41
Hawaii	19	93	483	Hawaii	-	-
Idaho	12	13	24	Idaho	279	38
Illinois	16	57	133	Illinois	968	63
Indiana	20	51	281	Indiana	579	40
Iowa	9	7	15	Iowa	1,229	70
Kansas	25	64	181	Kansas	486	37
Kentucky	7	28	63	Kentucky	378	30
Louisiana	10	14	25	Louisiana	223	25
Maine	10	20	60	Maine	177	12
Maryland	7	49	177	Maryland	595	48
Massachusetts	9	11	15	Massachusetts	153	11
Michigan	29	353	697	Michigan	1,351	124
Minnesota	42	171	470	Minnesota	4,397	245
Mississippi	5	6	8	Mississippi	165	18
Missouri	8	16	32	Missouri	685	53
Montana	13	49	155	Montana	78	8
Nebraska	18	11	25	Nebraska	387	31
Nevada	7	32	126	Nevada	27	8
New Hampshire	3	2	1	New Hampshire	117	10
New Jersey	6	10	15	New Jersey	129	11
New Mexico	4	37	129	New Mexico	32	19
New York	32	145	469	New York	2,017	176
North Carolina	18	33	62	North Carolina	410	57
North Dakota	37	88	351	North Dakota	111	8
Ohio	18	47	55	Ohio	1,402	94
Oklahoma	4	5	27	Oklahoma	172	15
Oregon	12	58	186	Oregon	336	54
Pennsylvania	22	28	49	Pennsylvania	3,023	191
Rhode Island	4	49	354	Rhode Island	11	1
South Carolina	4	9	28	South Carolina	120	21
South Dakota	9	12	30	South Dakota	236	17
Tennessee	11	12	28	Tennessee	453	48
Texas	38	96	277	Texas	443	89
Utah	9	12	28	Utah	243	32
Vermont	7	10	16	Vermont	617	46
Virginia	7	36	102	Virginia	567	67
Washington	16	133	455	Washington	440	83
West Virginia	4	3	6	West Virginia	116	10
Wisconsin	75	493	1,325	Wisconsin	6,050	362
Wyoming	2	2	2	Wyoming	-	-
United States	751	3,413	10,593	United States	31,302	3,112

See page 34 for footnotes.

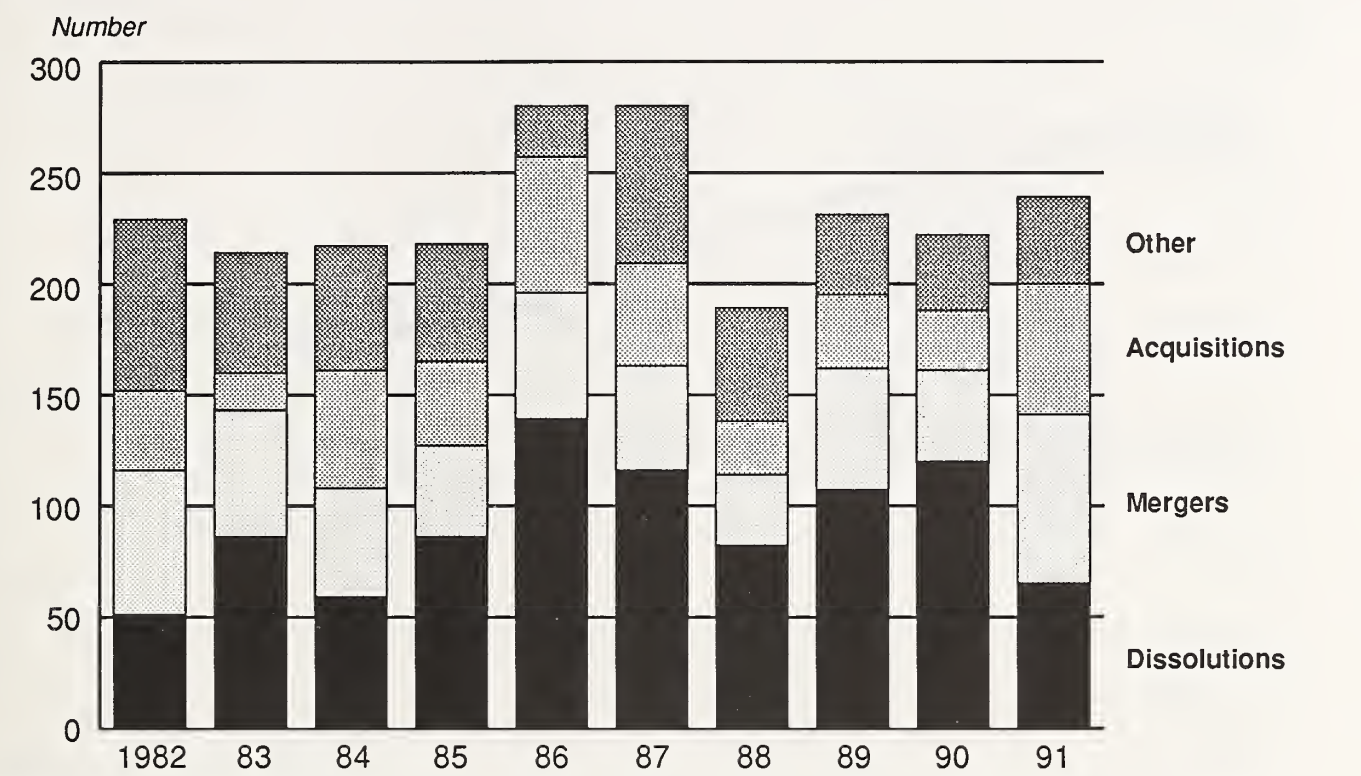
Appendix Figures

Appendix Figure 1 – Cooperative Net Business Volume, 1971-91



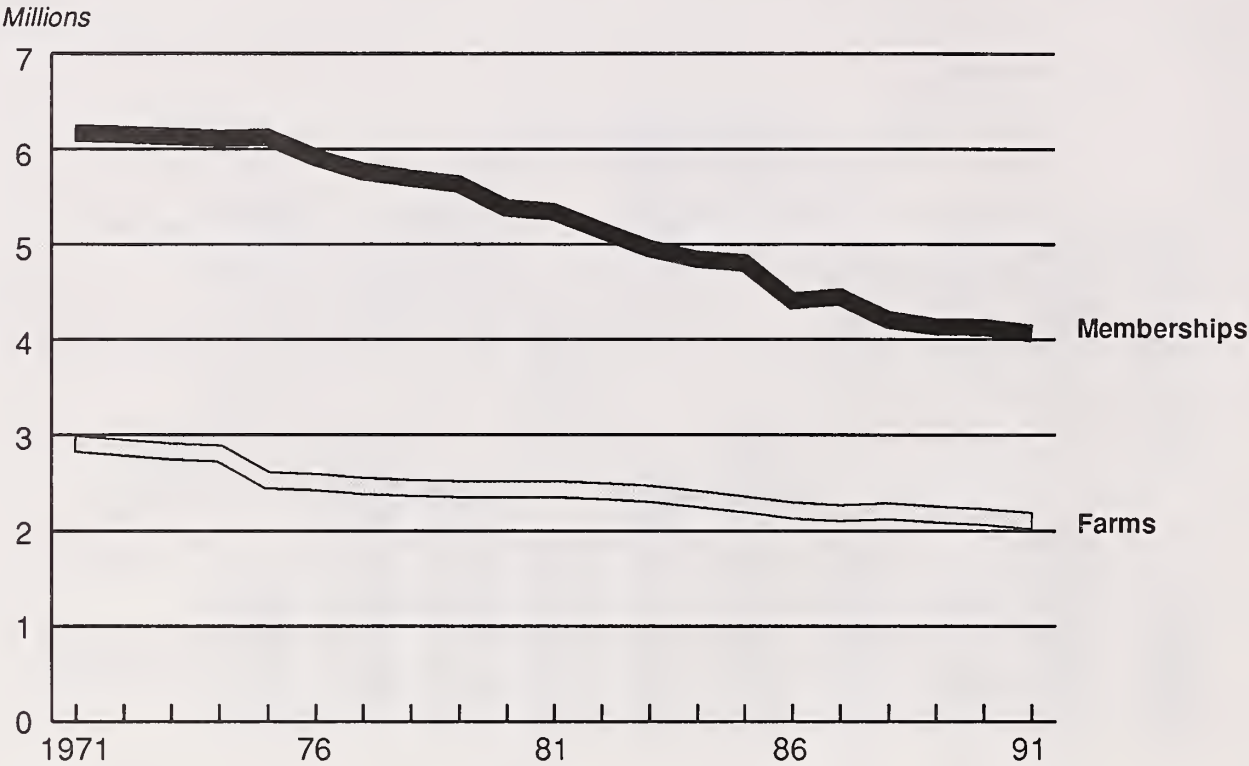
Total includes value of related services provided.

Appendix Figure 2 – Cooperatives Removed from ACS's List, 1982-91



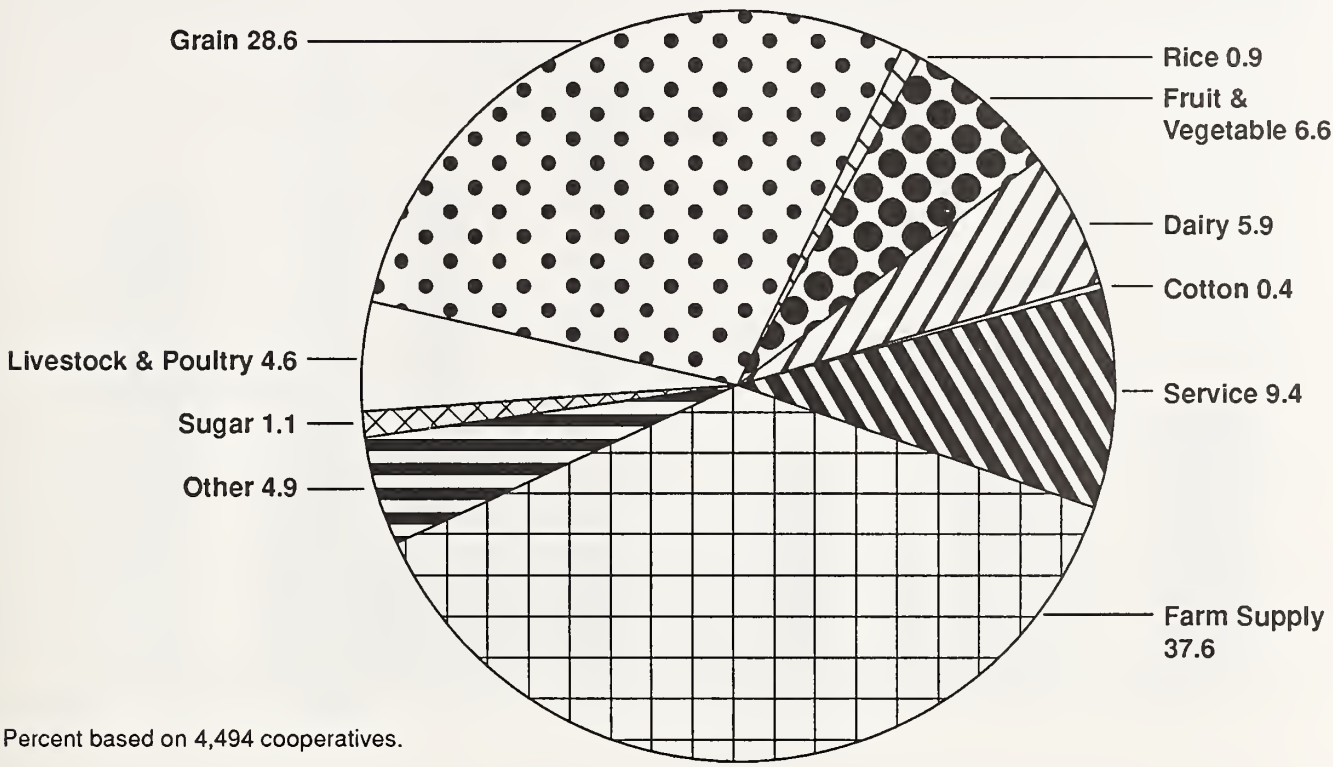
Percent based on a list of all U.S. farmer cooperatives maintained by the Agricultural Cooperative Service. Mergers also include consolidations. Other includes cooperatives dropped due to inactivity and unknown and miscellaneous reasons.

Appendix Figure 3 – U.S. Farms and Farmer Cooperative Memberships, 1971-91

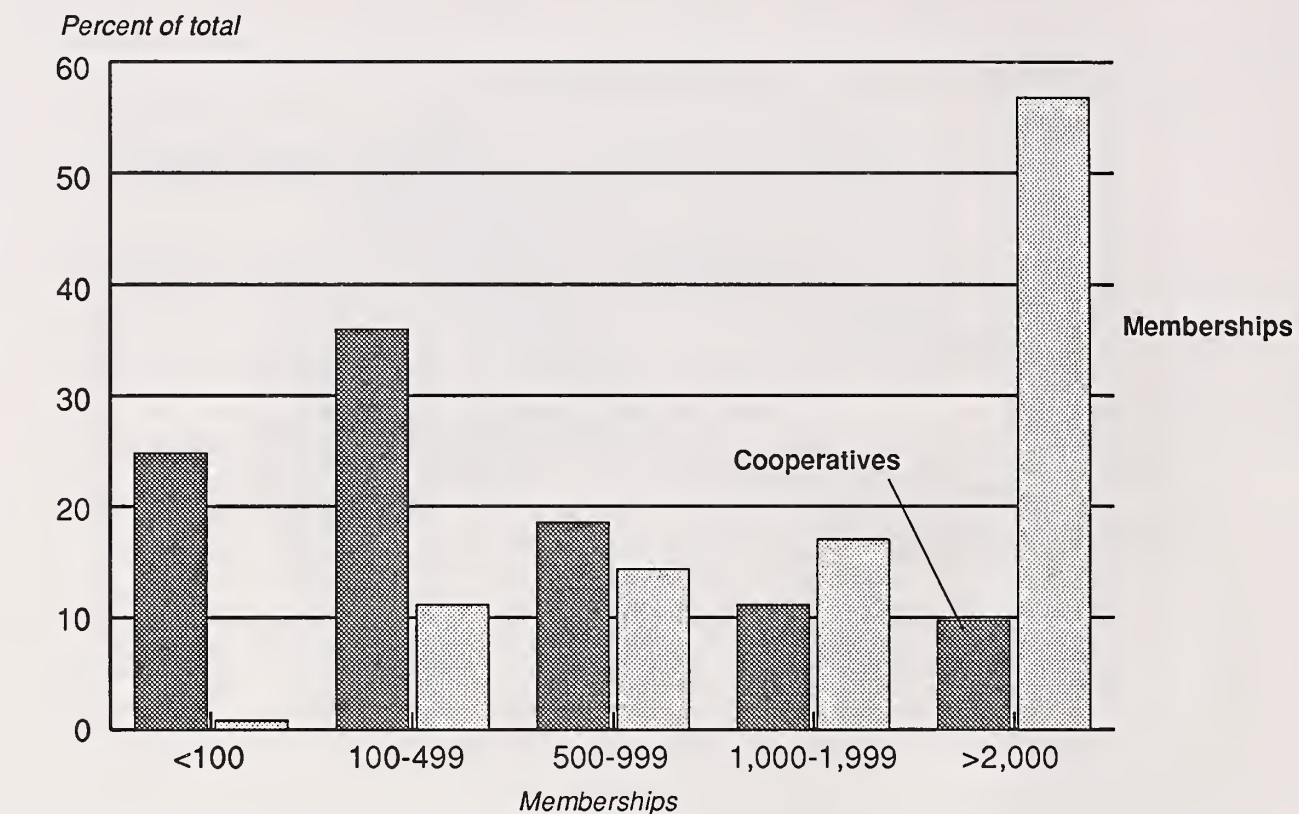


Memberships were higher than farm numbers because many farmers belonged to more than one cooperative.

Appendix Figure 4 – Distribution of Farmer Cooperatives by Type, 1991

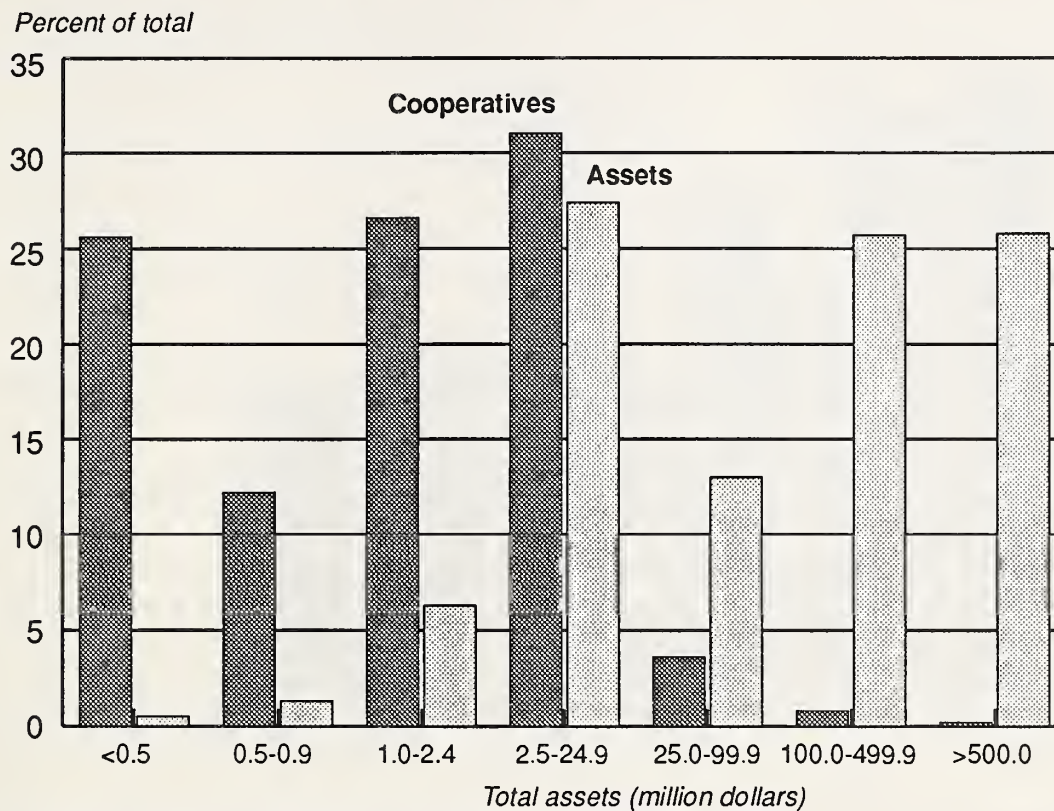


Appendix Figure 5 – Farmer Cooperatives Grouped by Size of Membership, 1991



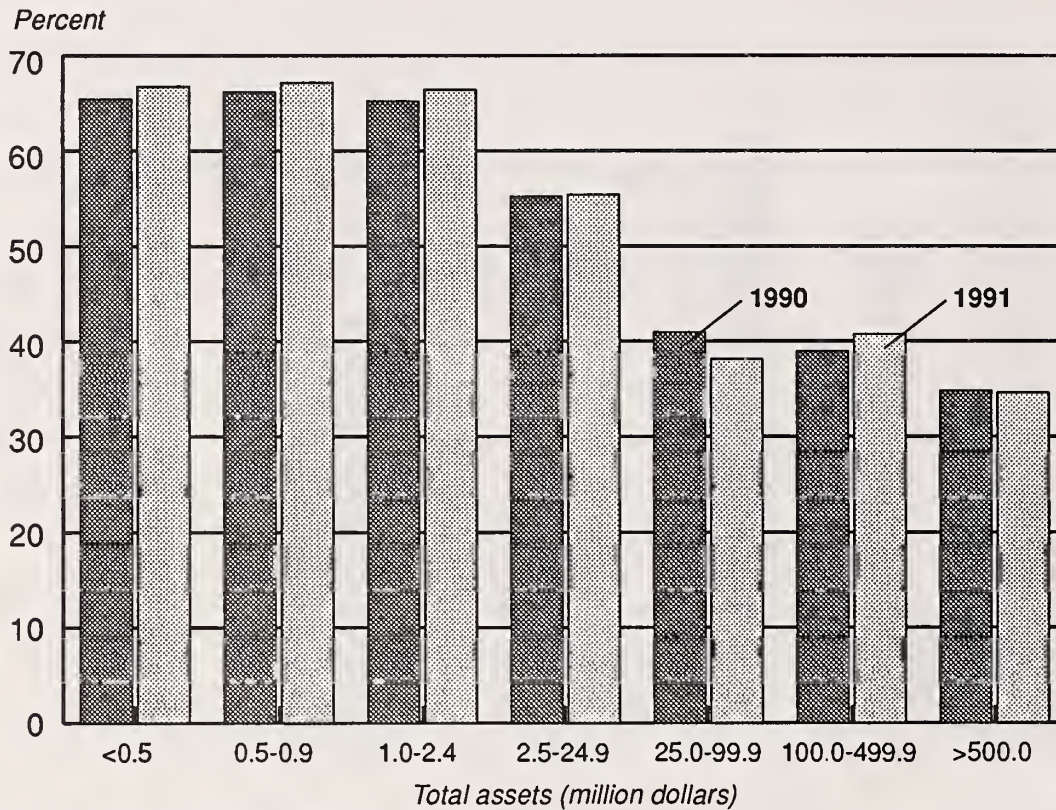
Percent based on 4,494 cooperatives and 4,058,570 memberships.

Appendix Figure 6 – Farmer Cooperatives Grouped by Size of Assets, 1991



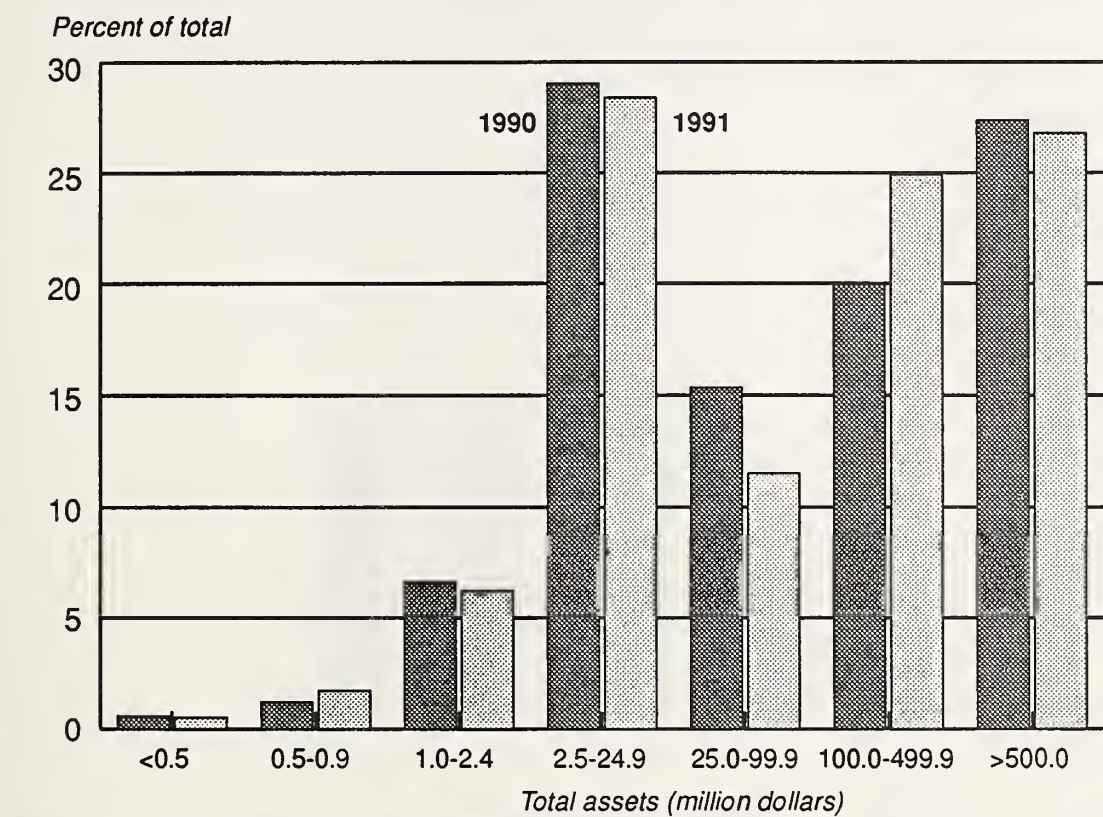
Percent based on 4,494 cooperatives and combined assets of \$31.3 billion.

Appendix Figure 7 – Cooperatives' Assets Financed by Net Worth, 1990-91



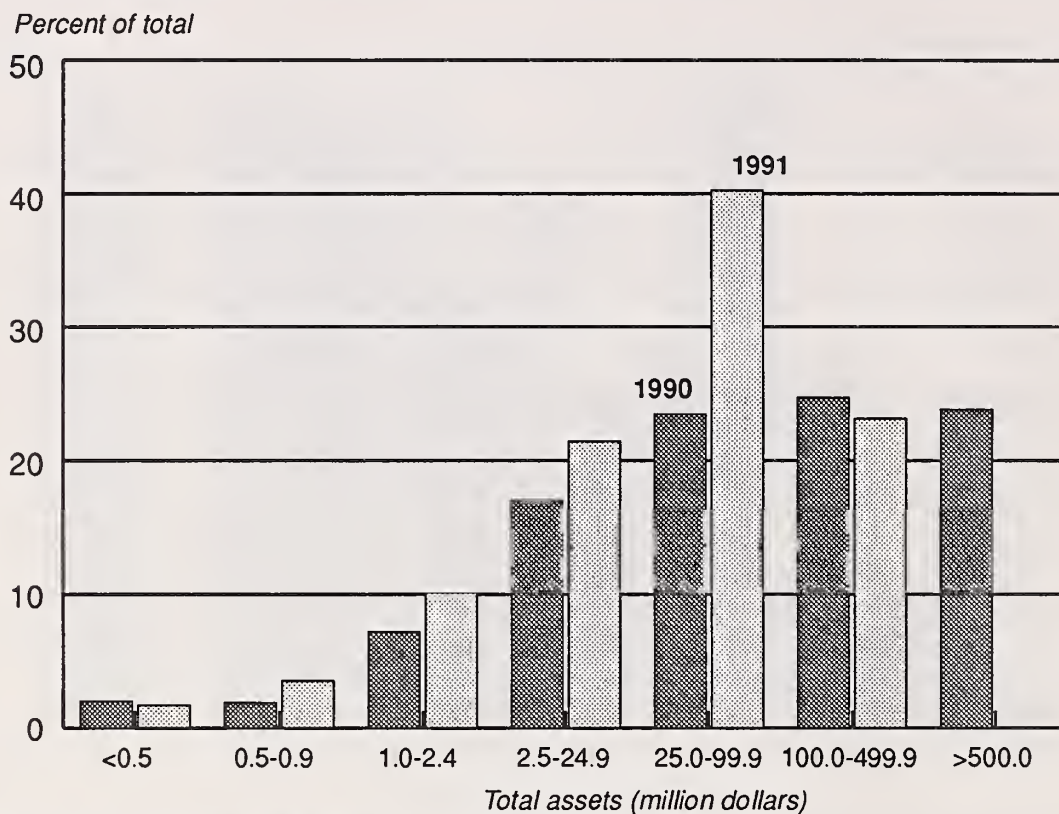
Based on assets of \$31.3 billion and net worth of \$14 billion.

Appendix Figure 8 – Distribution of Cooperatives' Net Income, 1990-91



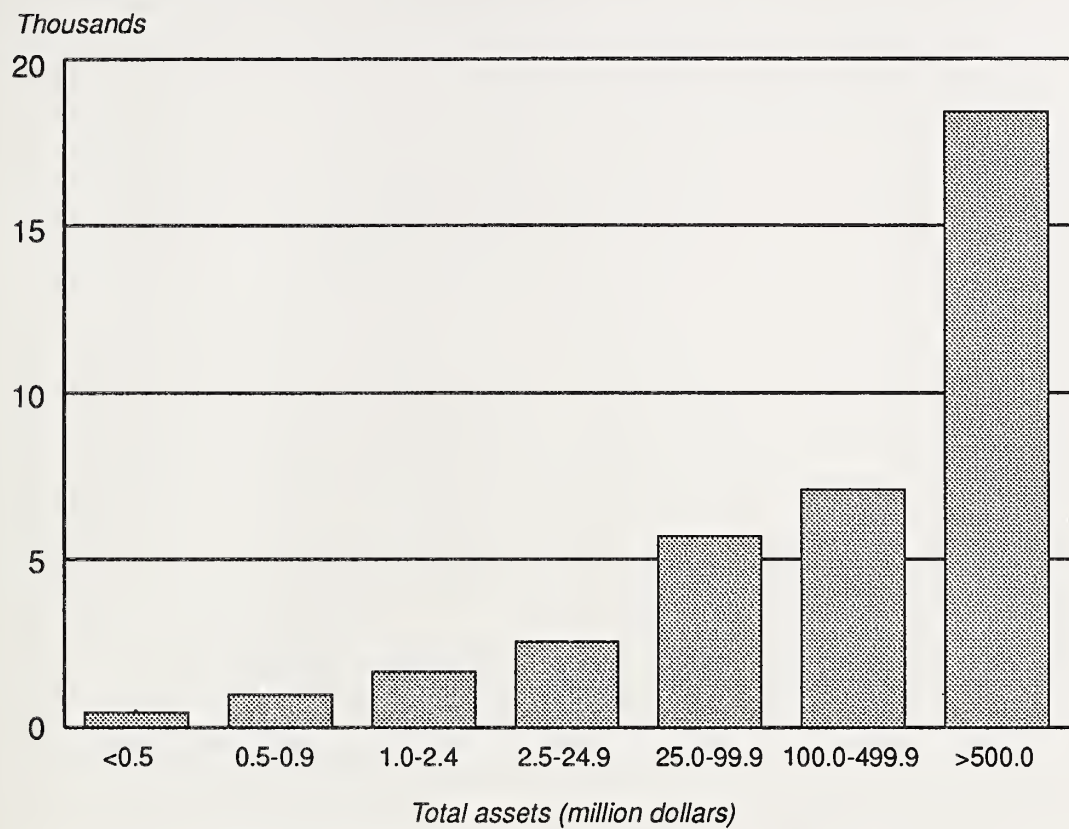
Based on 2,158 cooperatives reporting net income.

Appendix Figure 9 – Distribution of Cooperatives' Losses, 1990-91



Based on 481 cooperatives with losses of \$103.6 million.

Appendix Figure 10 – Average Net Worth Per Member, 1991



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Agricultural Cooperative Service (ACS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The agency (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

ACS publishes research and educational materials and issues *Farmer Cooperatives* magazine. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, age, marital status, handicap, or national origin.